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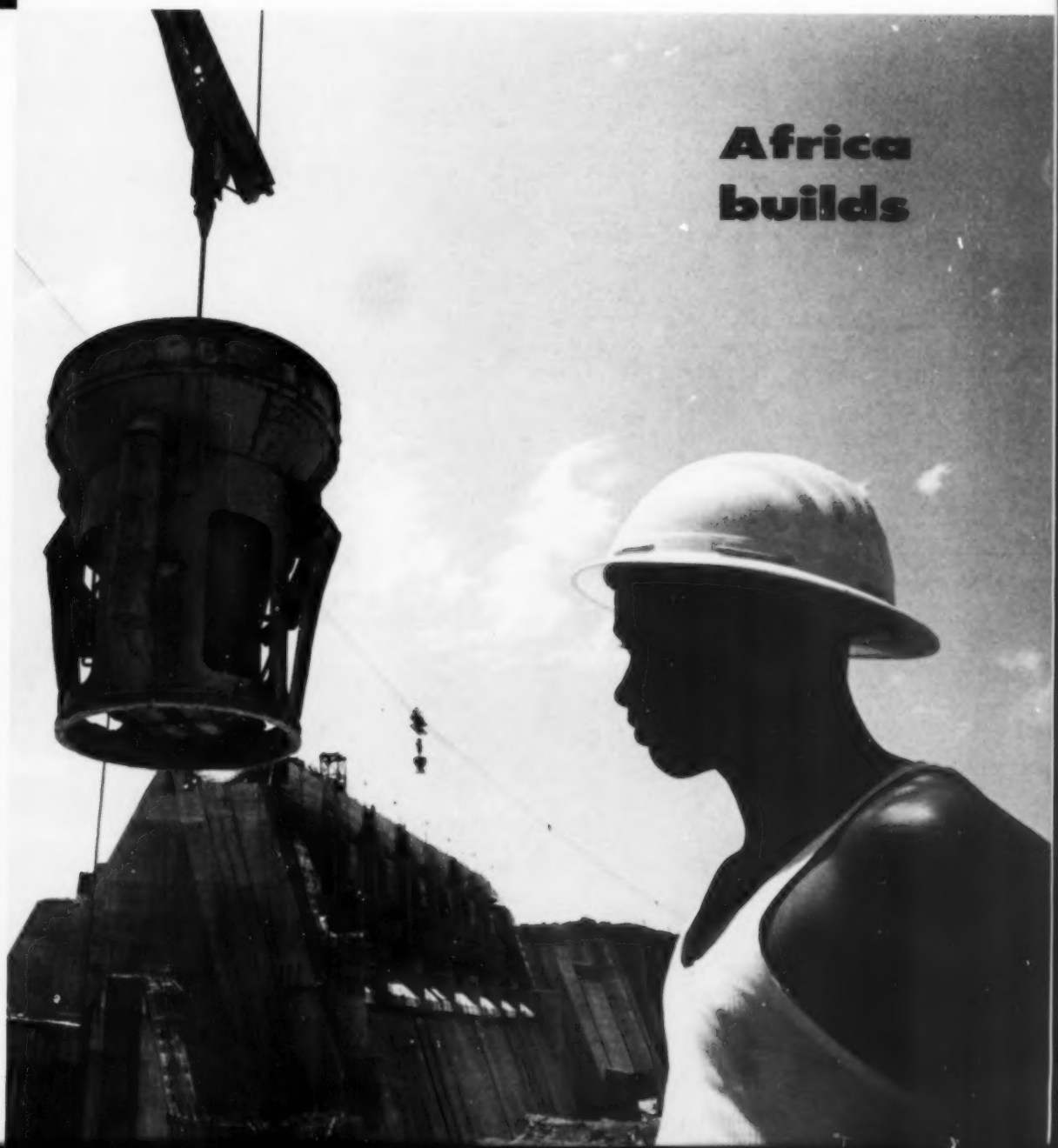
International Commerce



A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds Newsletter

Company News

TRUCKS—White and Diamond Reo Trucks, part of the White Motor Corp. organization, is manufacturing 12 truck models in Australia for the Australian and New Guinea markets. The new production plant, operated by Thiess White Australia Pty. Ltd., a venture between White of Cleveland and Thiess Holdings Ltd., opened in Coopers Plains, Brisbane, and has a capacity of 500 heavy-duty trucks a year. The vehicles will range from 37,000-52,000 pounds and will be engineered for general hauling, mining, construction, logging and other heavy-duty applications.

COMMUNICATIONS—The Government of Iran has awarded a $175 million contract for the construction of a nationwide communications system to the GNPS Consortium, which includes General Telephone and Electronics International Inc., New York, as one of four partners. The 8,700 mile network, which will include microwave radio, UHF and VHF radio, and cable transmission facilities, is believed to be the largest single-project system of its kind ever undertaken. Voice, telegraph, television and data communications transmissions will be utilized. GT&E will work with Page Communications Engineers, Inc., Washington, D.C., Nippon Electric Co. Ltd., Japan, and Siemens A.G. of West Germany. The first portion of the system will be operational in April 1971, with completion set for September 1972.

CONSTRUCTION—The Lummus Co., Bloomfield, N.J., international design, engineering and construction firm and subsidiary of Combustion Engineering, Inc., has acquired an interest in Setal Instalacoes Industriais S.A., Sao Paulo, Brazil. Setal is a process plant engineering and construction firm.

COMPUTERS—Univac Division, Sperry Rand Australian Ltd. was awarded a $5 million contract to establish a nationwide interconnection message switching system by the Australian Post Office. The network will require computer-based switching installations in Sydney, Melbourne, Brisbane, Adelaide and Perth. Service will be available by 1971. The network will increase the variety of communications systems for organizations using computers and will handle messages similar to those used within airlines.

First reports are in on the Pan American World Airways Multi-Trade Mission to Brazil and Venezuela: $330,000 in immediate sales, $5.5 million more in the next year, eight agency agreements concluded and 38 others still being negotiated. The 29 members of the various groups on this multi-mission met more than 600 appointments last month in Sao Paulo, Rio de Janeiro and Caracas. It was Pan Am's way of inaugurating new flight service between Miami and Sao Paulo.

International traders may be spotting a trend in the recent sweeping tariff cuts made by four Central African nations grouped under the name UDEAC (our March 30 issue had the detailed story). Preferences that tied these developing nations to France and the Common Market countries are being lessened. The relentless pull of today's consumers for a wider choice of products helped bring about this action. The same pull is obviously having an impact on other preferential arrangements around the world.

Unlocking new markets in Europe was the aim of the Weslock Co., Los Angeles, as it took over the Frankfurt U.S. Trade Center recently in an in-between-shows promotion. Lock samples on display varied from devices with normal entry handles to systems of cylinder deadbolts combined with passage sets. The comments obtained by Weslock from potential customers will be reflected in the firm's adaptation of its products to European local requirements.

On the other side of the world, a Japanese agent for Federal Scientific Corp., New York, put a new-to-market spectrum analyzer on display for four days in the businessmen's lounge of the Tokyo U.S. Trade Center. Federal Scientific's vice president, A. A. Rothschild, conducted a seminar presentation for a carefully targeted customer audience, and is now projecting $200,000 in added sales over the next year as a result.

Our Canadian neighbors are taking a close look at the Caribbean market. The first floating fair sponsored by Canada's Department of Industry, Trade and Commerce carried foods and beverages to five Caribbean ports in January and February. As the fair vessel Sunriver wound up its sales tour, there were reports that Canadian company participants were well pleased with the project.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

XUM

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the cover

A special section on markets and economic trends in Africa is presented on pages 6-29 of this issue. The section opens with an appraisal by Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development, who led a recent government-business survey in Africa probing potential for U.S. business and trade there. Also included is an article on hydroelectric construction, focusing on opportunities for U.S. products, consultants, contractors.

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International Commerce

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Clevelanders told government-business ties must expand

Commerce's McLellan addresses 25th world trade conference

Closer links between Government and business are needed if the United States is to exert its essential leadership in a world being shaken by accelerating change. So said a Commerce Department official at the 25th anniversary Cleveland World Trade Conference.

Reviewing the various worldwide initiatives being undertaken by the Nixon Administration, Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development, said they are all designed "To improve the environment for the international businessman and to help him qualify for assumption of even greater responsibilities in our country's international involvement."

"Those of us who have come from the business world" he said, "are also emphasizing to our Washington colleagues that business needs a Government that is responsive to its problems and ideas for solutions; it needs a Government that will support it when its international competitors operate under different—and more favorable laws—and administratively more sympathetic attitudes—and it needs a Government that recognizes that the economic development the world so badly needs cannot be done by Government, but must be done by businessmen in an environment created by Government."

McLellan continued: "On the other hand, if your Federal Government is to handle the problems before it today, it must surely have not just the business communities' tax dollars, but also the business communities' support on such matters as export expansion, international economic development, pollution control, urban management, minority business enterprise development,

John B. Rhodes of Booz, Allen & Hamilton told the conference that U.S. businessmen should be aware of three major changes that have taken place in the past 25 years: 1) the wide dispersion of technical and productive skills around the world; 2) the changing of the rules that have made the world a much freer place to trade in, and 3) the very rapid growth in size and importance of the international corporation, both American and foreign.

"It is really a new ball game," he summarized, "and the company that is going to succeed will have to take a balanced view of its total international opportunities and commitments. Exports and overseas production are both part of the same total business picture. So is foreign competition."

Trade policy head named

President Nixon has chosen Albert L. Williams, Chairman of the Executive Committee of International Business Machines Corp., to lead a White House Commission on International Trade and Investment Policy. Establishment of the unit was announced earlier in President Nixon's Nov. 18 message to Congress. The Commission will examine the entire range of U.S. trade and investment policies overseas, and recommend changes to meet a situation in which, the President said, it is no longer sufficient simply to choose between free trade and protectionism.

CLEVELAND'S 25TH WORLD TRADE CONFERENCE brought together this group of officials and speakers (from left): W. Rollin Johnston, President, Cleveland World Trade Assn.; Francis A. Coy, Chairman of the Board, Greater Cleveland Growth Assn.; J. E. Corette, III, General Counsel Eximbank U.S.; Donald F. Kramer, World Trade Conference, chairman, and Martin J. Marshall, British Consul-General Cleveland.

President's aide heads Valley speakers' list

New Orleans trade meeting is 25th in annual series

Bryce N. Harlow, an Oklahoman who is a White House staff counsellor, returns to the Mississippi Valley this month to be the banquet speaker at the 25th annual Mississippi Valley World Trade Conference in New Orleans.

At the Apr. 19-21 meeting at the Roosevelt Hotel four New Orleans groups—the Chamber of Commerce, the Board of Trade, International House and the International Trade Mart, will present four separate panel programs, in cooperation with the sponsoring Mississippi Valley World Trade Council. Joseph J. Lee is general chairman for the conference, and Eldon J. Gilly and Ralph Rugan, Jr., are handling agreements for the Council.

Captain Henry C. Spicer, International House, will lead a panel on Hemisphere trade patterns that includes H. T. Aitken, Export Credits Insurance Corp., Ottawa; Charles Flinner, Agency for International Development; Ricardo Mora, Ernst & Ernst, Mexico City, and Laurence W. Acker, Organization of American States.

Leonard Savoie, Executive Vice-President, American Institute of Certified Public Accountants, New York, will discuss "International Accounting and Foreign Investment."

"LASH and Seabee Shipping—New Economies in Ocean Shipping" will be discussed by Jerome L. Goldman, President, Friede and Goldman, Inc., Erik F. Johnsen, President, Central Gulf Steamship Lines, Joseph T. Lykes, Jr., Board Chairman, Lykes Bros. Steamship Co., Inc., and Chris S. Larsen, Executive Vice-President, Furness, Withy & Co.

Basil Rusovich, President, Transoceanic Shipping Co. heads the import study panel including Spruille Braden, International Trade Consultant, New York; Charles David Hyson, Agency for International Development, and Henry F. LeMieux, Raymond International, Inc., New York.

CENTROPORT USA will be discussed by Robert R. Barkerding Sr., Executive Director, Port of New Orleans, and Dr. Marc Z. Jeric, Bechtel Corp., Los Angeles. F. Kennedy Johnson, of the Chamber of Commerce, will be moderator.

XUM

MARCH SUMMARY

Month's trade actions included curb on oil imports from Canada

Several quota bills introduced; Tariff Commission finds in favor of another workers' group; other agencies also active

This article is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division.

WHITE HOUSE

Oil-Imports from Canada—On Mar. 10 the President issued a proclamation, effective Mar. 1, establishing temporary, formal limitations on imports of crude and unfinished oil from Canada. For the remainder of 1970 imports into Districts I-IV of the United States (which include the area east of the Rockies) will be limited to 395,000 barrels per day.

The proclamation also substituted a member of the Department of Justice for the Department of Defense member on the Oil Import Appeals Board. This change was recommended by the Cabinet Task Force on Oil Import Control.

In 1967 Canadian authorities sought voluntary arrangements with Canada's oil industry to limit exports to the United States to 306,000 barrels per day in 1969 and to 332,000 barrels per day in 1970. In recent months, however, imports have substantially exceeded the latter amount.

The proclamation limiting imports was based on recommendations made by the Director of the Office of Emergency Preparedness after consultation with the Oil Policy Committee. (See this column, Mar. 16.) Discussions with Canada concerning an agreement to permit freer exchange of energy resources are expected to continue.

Regulations issued by the Secretary of the Interior covering apportionment of imports from Canada took effect on Mar. 30. However, imports during the month of March will be charged against the allocations of individual importers.

CONGRESS

Legislation—During March, 17 measures were submitted in Congress on international trade, three in the Senate and 14 in the House. Six are proposals for import quotas. The new measures bring the total of quota bills submitted to the 91st Congress to about 380, and the total of all tariff and trade bills to over 600.

S. 2615 was the only quota proposal submitted in the Senate during the month. The bill, introduced by Senator Strom Thurmond (S.C.) on behalf of himself and Senators Norris Cotton (N.H.), Hugh Scott (Pa.) and Roman Hruska (Neb.), would provide that after July 1, the total quantity of imports of each category of textile articles be limited during any year to the average annual quantity imported during the period 1961-66.

The other trade proposals introduced in the Senate in March were: S. 3579, by Senator Winston Prouty (Vt.), to provide that home heating fuel oil may be imported into the United States for use by ultimate consumers in New England without regard to any import restrictions in effect under Section 232 of the Trade Expansion Act of 1962. (Section 232 is the so-called national security provision under which oil imports are currently regulated.) The other measure, S. Res. 374 introduced by Senator Norris Cotton (N.H.), would authorize the Senate Committee on Commerce to study restrictions imposed on U.S. commerce by foreign import restrictions.

Of the 14 bills placed before the House in March four are orderly marketing bills which would impose import quotas on any product under certain conditions. HR 16696, proposed by Rep. William H. Harsha (Ohio), would establish import quotas on textiles and footwear. Another proposal affecting imports is contained in H.R. 16645, submitted by Rep. Gerald Ford (Mich.), which would provide for tariff reclassification of certain leather gloves.

Four House bills concerned oil: H.Res. 866, by Rep. Richard D. McCarthy (N.Y.), would urge the President to eliminate restrictions on imports of crude oil and derivatives. Like S. 3579, H.R. 16472 by Rep. Robert N. Giaimo (Conn.), H.R. 16677 by Rep. Fernand St. Germain (R.I.), and H.R. 16709 by Rep Robert T. Stafford (Vt.) would remove home heating fuel oil to be consumed in New England from import restrictions.

Two bills, H.R. 16236 by Rep. Hale Boggs (La.) and H.R. 16511 by Rep. John J. Flynt, Jr. (Ga.), would extend existing duty suspensions on heptanoic acid and aluminum electrodes, respectively. H.R. 16393, by Rep. Jeffery Cohelan (Calif.), would provide partial duty exemption for vehicles manufactured in the United States using foreign components imported under temporary bond. H.R. 16567, by Rep. Burt L. Talcott (Calif.), would require imported foodstuffs to meet standards set by the Federal Government for domestic foodstuffs.

Two floor actions were taken during the month on international trade matters.

The Senate passed S. 1289, a bill to promote travel to the United States by providing Federal grants to States and cities to attract foreign visitors. The bill would also create a National Tourism Resources Review Commission to make recommendations to the President and Congress and a U.S. Travel Service to be headed by an Assistant Secretary in the Department of Commerce. (On April 2 the House Committee on Interstate and Foreign Commerce favorably reported with amendments a similar bill, H.R. 14685.)

The House passed, with a technical amendment, S. 2306, a bill providing for the establishment of an international quarantine station to permit entry of animals, otherwise restricted by quarantine laws, which are intended for improving breeds in the United States.

Committee Hearings—Several Committees held hearings in March. The Foreign Economic Policy Subcommittee of the Joint Economic Committee held a series of trade policy hearings in connection with the second phase of the committee's study on foreign economic policy for the 1970's. On Mar. 16, witnesses gave testimony on the subject of U.S. trade policy toward developed countries and economic regionalism. On Mar. 17, a panel discussed future trade negotiations. Subsequent sessions dealt with issues involving U.S. trade policy and agriculture in world trade. All witnesses were from outside the Government. The next series of hearings by the subcommittee will be held in mid-May and will cover U.S. trade and aid relations with developing countries. Other sessions on foreign-owned enterprises in industrialized and developing countries are planned for July.

The Subcommittee on Europe of the

House Committee on Foreign Affairs held a Mar. 23 hearing on the United States and the Common Market with testimony from Ambassador J. Robert Schaetzel, head of the U.S. Mission to the European Communities.

Hearings were also held by the Antitrust and Monopoly Subcommittee of the Senate Judiciary Committee and by the House Committee on Interior and Insular Affairs on the oil import program. (See this column, Mar. 16.)

Letter to the President: Oil—A letter signed by 48 members of the House of Representatives was sent to the President on Mar. 18, expressing the signers' disappointment that the President failed to liberalize the oil import quota system as recommended by the Cabinet Task Force (this column, Mar. 16). The letter also urged the President to direct the Oil Policy Committee to consider the possibility of totally eliminating controls on oil imports.

TARIFF COMMISSION

Two Decisions on Workers' Petitions for Adjustment Assistance—The Tariff Commission on Mar. 16 announced its findings, by 5-1 vote, that increased imports of transmission towers are causing significant underemployment at the Tower Department, Pinole Point Works Plant of the Bethlehem Steel Corp. at Pinole Point, California. After certification, the affected workers may apply to the Secretary of Labor for adjustment assistance in the form of unemployment, training and relocation allowances. In November 1969, the Commission found injury to three steelworkers groups, two of which were engaged in the production of transmission towers.

The Tariff Commission on Mar. 20 determined, by 4-2 vote, that workers employed by the Cambridge Tile Manufacturing Co. of Cincinnati were not suffering serious unemployment or underemployment caused in major part by increased imports of like or directly competitive articles on which trade concessions had been granted.

Copies of these reports are available upon request from the Secretary, U.S. Tariff Commission, 8th & E Sts., NW., Washington, D.C. 20436.

Umbrellas—The Tariff Commission instituted an investigation on Mar. 11 of a petition filed by the Umbrella Frame Assn. of America to determine whether umbrellas and metal parts thereof, as a result in major part of concessions granted under trade agreements, are being imported into the United States in such increased quantities as to injure or threaten to injure the domestic industry. In a similar investigation in 1964, five Commissioners made a negative finding as to injury.

A public hearing is scheduled to begin on June 2. The petition is available for inspection at the office of the Secretary, U.S. Tariff Commission, 8th & E Sts., NW., Washington, D.C., and at the Commission's New York office located in room 437 of the Customshouse.

Sphygmomanometers—On Mar. 18, the Tariff Commission received a complaint filed under section 337 of the Tariff Act of 1930 by W. A. Baum Co., Inc., Copiague, N.Y. alleging unfair methods of competition and unfair acts in the importation and sale of sphygmomanometers (instruments for measuring blood pressure) under patent owned by the complainant. Propper Manufacturing Co. of Long Island City, N.Y. was named as an importer.

The complaint is available for public inspection in the Tariff Commission's Washington and New York offices. Interested persons should submit information not later than June 1 to the Secretary of the Tariff Commission in Washington.

Panty Hose and Ampicillin—The Tariff Commission has extended from April 1 to June 1 the deadline for filing written views pertinent to a preliminary inquiry into allegations of unfair methods of competition and unfair acts in the importation and sale of certain panty hose. The case was opened on Feb. 18 (this column, Mar. 16).

The deadline for submission of written views in the case of a similar inquiry concerning ampicillin has been extended from March 30 to May 29.

Brooms—On Mar. 26 the Tariff Commission reported to the President its estimate of 1969 U.S. consumption of brooms made of broom corn. The commission estimated that consumption of whisk brooms amounted to 446,000 dozen in 1969 compared to 471,000 dozen in 1965. Consumption of other types of brooms in 1969 was 3.1 million dozen as compared to 2.9 million dozen in 1965. The report is the third in a series of annual reports which are required by a 1967 Executive Order which administers tariff quota provisions in effect on brooms of broom corn. Copies of the report are available from the Commission on request.

Watches—The Tariff Commission has determined that the number of watches and watch movements from U.S. insular possessions which may be entered free of duty during 1970 shall amount to 4.4 million units for products of the Virgin Islands, 418,000 units for products of Guam, and 209,000 units for products of American Samoa. The determination is based on the Commission's finding that apparent U.S. consumption of watch movements in 1969 was 45.2 million units.

The Tariff Commission finding is required by a law (P.L. 89-805) which limits the number of watches and watch movements containing foreign components which may be imported duty-free from the U.S. insular possessions. Under the quota an amount of watches equal to one-ninth of total U.S. watch consumption for the preceding year is allocated among the possessions. Following the Tariff Commission findings, allocations among producers located in the Virgin Islands, Guam and American Samoa are made by the Secretaries of Commerce and the Interior.

Summaries of Trade and Tariff Information—During March the Tariff Commission released two more volumes in its series of Summaries of Trade and Tariff Information. The volume on *Beverages* is the last of 14 to be published on animal and vegetable products. The volume entitled *Books and Other Printed Matter* is the last of five to be issued on wood, paper and printed matter. These releases complete the series for Schedules 1 and 2 of the Tariff Schedules of the United States.

The summaries include data on tariffs, production, world supplies, trade and the economic and competitive position of the U.S. industry. Copies are available for consultation at the 42 field offices of the Department of Commerce and at selected public and university libraries in larger cities.

OTHER AGENCIES

Department of Commerce: Reports to Congress (Export Control, Mobile Trade Fairs)—Secretary of Commerce Stans has submitted to the President and to Congress the 90th Quarterly Report on Export Control covering the fourth quarter of 1969. The report is the last to be issued under the Export Control Act of 1949 which expired last Dec. 31.

In addition to trade data and export control activities, the report also contains a summary of the Export Administration Act of 1969 and a comparison of the text of that Act with that of the Export Control Act of 1949 which it replaces.

Copies of the report are for sale at 40¢ each by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Secretary Stans also submitted to each house of Congress the 6th Annual Report on Mobile Trade Fair Activities.

Treasury Department: Dumping

XUM

(*Aminoacetic Acid*)—On Mar. 23, the Treasury Department announced a finding with respect to imports of aminoacetic acid (glycine) from France. Upon advisement by the Treasury in November that glycine from France was being sold at less than fair value, the Tariff Commission instituted an investigation to determine if a domestic industry was being injured. In February the Commission found that injury was being sustained as a result of imports at less than fair value from France and other countries. (See this column, Mar. 16.) Since a finding of dumping requires both a finding by Treasury of sales at less than fair value and an injury determination by the Tariff Commission, the Treasury finding of dumping in this case is restricted to France.

Treasury Department: Dumping (Polypropylene Film and Pig Iron)—The Treasury Department has announced its final determination that polypropylene film manufactured by Kohjin Co., Ltd., of Tokyo is not being, nor likely to be, sold at less than fair value within the meaning of the Antidumping Act. A tentative determination to this effect was published in the *Federal Register* on Jan. 16.

On March 31 the Department also announced a tentative determination that no sales of pig iron from Norway were made subsequent to March 1969 and that there is no indication that any shipments to the United States will be made in the near future. Imports in March 1969 amounted to about $107,000.

Department of Agriculture: Publications—The Department of Agriculture has released two publications relating to international trade. The first is a special issue of the weekly publication *Foreign Agriculture* which discusses highlights of major world trade problems that particularly concern U.S. agriculture. Copies may be ordered at 20¢ each from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. USDA has also released a publication entitled *U.S. Foreign Agricultural Trade by Countries, Calendar Year 1968*, which shows by country and by commodity the sources and destinations of U.S. agricultural trade in 1968. Copies are available free of charge from the Division of Information, OMS, USDA, Washington, D.C. 20250.

Miscellaneous—Two other items of note during the month were the Fifth Annual Meeting of the U.S.-Mexican Trade Committee held in Washington Mar. 4-6 and the submission to the President of a study of the U.S. foreign aid program prepared by a Presidentially-appointed council under the chairmanship of Rudolph A. Peterson, retired president of the Bank of America. Both items were reported in detail in the Mar. 16 issue of INTERNATIONAL COMMERCE.

STATE AND LOCAL ACTIONS

Massachusetts: Footwear—A resolution of the Commonwealth of Massachusetts on the subject of footwear imports was presented in March to the President, the Senate, the House of Representatives and the Secretary of Commerce. The resolution requests that Congress enact legislation to provide quotas limiting imports of footwear for a period sufficient to enable the Federal Government to develop effective methods for aiding the shoe industry and its workers.

New York: Buy American—The Local Government Committee of the New York State Assembly held hearings on Mar. 25 on a bill which would prohibit state and public authorities and municipalities from buying foreign products unless comparable American goods are unavailable. Several importers groups and sponsors of the bill appeared to testify. A similar measure which was introduced last year passed the Assembly but died in a Senate committee.

Washington, D.C.: Buy American—The Washington Metropolitan Area Transit Authority voted on Mar. 20 to extend its "Buy American" policy to equipment such as cars and electrical transformers. The policy involves a preference for domestic materials and equipment unless foreign-made goods can be purchased for at least 15% less than the domestic price. The preference had previously been applied only to building materials such as steel and concrete. The extension will be reviewed in six months to determine its effect on costs.

INTERNATIONAL ORGANIZATIONS

International Coffee Organization—The Council of the International Coffee Organization (ICO) held a special session in March to consider the market situation created by the rapid rise of coffee prices during the first months of the current coffee year. The price increase is due partly to major crop failures in Brazil, the leading producer, (with the result that Brazil will not be able to meet its current quota under ICO), and partly to increased purchases by processors.

Importing members of the Council proposed that export quotas be increased. The proposal was rejected by some exporting members, and the Council adjourned without taking action. At the conclusion of the session, importing members issued a statement that "the consequences of this lack of action, which may render more difficult the Council's later consideration of quota-price arrangements for the 1970-71 coffee year, must be borne by those exporting members whose judgment prevailed during this council session."

GATT: Nontariff Barriers. The Committee on Trade in Industrial Products (CTIP) of the General Agreement on Tariffs and Trade (GATT) continued its study of solutions to nontariff trade barrier problems in Geneva in March. A working group met Mar. 17-26 and dealt with customs and administrative entry procedures such as valuation practices, differing tariff nomenclatures, documentation, and consular formalities and fees. In January the first of five working groups established by the CTIP had discussed proposals about issues, including subsidies, government procurement and state trading. Other groups will hold their first meetings between now and June to deal with standards, quantitative restrictions, and import taxes. Countries are participating in the discussions with the understanding that the work is exploratory in nature and involves no commitment on their part to take any action. The work of these groups is designed to lay the groundwork in GATT for future negotiations on nontariff trade barriers.

European Community — Yugoslavia Trade Agreement. On Mar. 19, the European Community (EC) and Yugoslavia signed a three-year trade agreement. This is the first trade pact to be signed by the Common Market acting as a body with an East European country.

For Yugoslavia, the key economic provision in the agreement is an EC reduction of the import levy on the type of baby beef supplied by Yugoslavia. In addition, both parties will accelerate scheduled tariff reductions agreed to on selected items in the Kennedy Round. The agreement is expected to help adjust Yugoslavia's trade deficit with the Common Market.

U.K. Board of Trade issues new detergent marking rules

The U.K. Board of Trade has issued an order under the Weights and Measures Act of 1963 which will now allow weights of detergent packages to be expressed in ounces as well as in pounds and ounces. The order also allows the use of metric unit symbols but prohibits, after Dec. 31, 1971, the use of "S" at the end of such symbol to indicate the plural.

The new order will allow the voluntary code of the Soap and Detergent Industry Association to be implemented. This would make it easier for the buyer to compare prices of the different detergents.

A CONTINENT BUILDS

Africa: the time is now

Government-business survey team finds good prospects for firms getting in on ground floor

By ROBERT McLELLAN
Deputy Asst. Secretary of Commerce for Business Development

A recent government-business survey team to Africa explored the potential for U.S. business activity with the developing countries of the continent. Its conclusion: despite the long-range approach that must be taken in this small but growing market, substantial business opportunities exist now. In fact, the six-man team which I recently led identified major contract potentials in all three countries visited—Ethiopia, Kenya, and Morocco.

Most businessmen and American Embassy officials in these countries also agreed that business prospects for the United States in developing Africa are favorable. They felt that the African market should be given greater attention by business and government to develop the potential which is present.

Must be competitive

Members of the survey team heard repeatedly that U.S. firms were not offering competitive terms for the sale of capital goods. The point was made over and over again that, although American goods are recognized for their superiority, the credit terms offered are poor in comparison with Japanese and European suppliers. And terms are often the determining factor in the purchaser's decision on whose equipment to buy.

While acknowledging the apparent lack of incentives for American businessmen to turn their efforts to the relatively unknown markets on the African continent, mission members noted the presence of some U.S. companies which are sufficiently farsighted to realize that now is the time to get a foothold in these markets—establish a reputation, channels of distribution, and satisfy customers—with an eye to the markets that will continually grow over the next 5, 10, and even 20 years.

Making money now

Most important, these firms are making money in the African market today; occasionally not as much as for the equivalent investment in money, time, and manpower elsewhere in the world, but they have made the wise decision to set aside a portion of their resources for investment in Africa's future.

Mission members confirmed that business developments in Africa will rely heavily on U.S. investment and the creation of new enterprises by U.S. firms. Further, they observed that a large proportion of U.S. sales in Africa are related to American investment there. The demand for equipment to operate the plants, for component parts for assembly, for spare parts for servicing, for raw material for fabrication, all contribute to U.S. export sales.

Other findings of the survey team include the following:

- Economic development must of necessity precede the establishment of significantly expanded trade relationships with these countries.
- A "mutuality of interest" can be created by our recognition and support of such development, which in the long run will produce greater export opportunities for the United States.
- The role that U.S. multinational companies can play in supplying Africa from subsidiaries abroad must be recognized.
- It must be recognized that regionality is not yet a fact in Africa and each country must be dealt with as a unique unit with selected objectives.

ON-THE-SPOT INVESTIGATION of prospects for U.S. business in Africa brought optimism to mission leader Robert McLellan, author of the accompanying article, shown here (l.) conferring with M. Mohammed Lyoussi (c.), Governor of Port of Casablanca, and mission member William H. Beatty, Jr.

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- The business relationships in developing African countries are of a highly personalized nature.
- The use of the Joint Export Association concept for selected markets or projects offers a potentially constructive mechanism for U.S. business involvement in Africa.
- In contrast to the developed countries, U.S. Government assistance is required to a greater degree to respond to the highly centralized and government-controlled procurement systems of these countries.
- U.S. Government personnel abroad and the Department of Commerce can play a bigger role in bringing together African and U.S. businessmen and in alerting the business community to commercial possibilities in Africa.

An expanding market

The African market is growing. Annual imports of these 40 developing countries could, on the basis of projected rising imports for recent years, climb from the 1969 level of $7.5 billion to almost $11 billion by 1974. If the United States only maintained its present share, these countries could represent a billion-dollar market for American goods by the latter year; U.S. data show shipments valued at $800 million to this market in 1969.

To increase the U.S. market share will require intensified promotion, however, in the face of growing third-country competition. For example, while the United States was boosting its share of the market to 11% from 7% between 1961 and 1968, Japan tripled its share and inched past us into third place. Germany and other Common Market countries are pressing campaigns to widen their African markets, in terms of both countries and commodities. And the traditional suppliers, France and the United Kingdom, appear to have at least arrested the gradual erosion of their market shares following their African colonies' independence.

Rather than the half-hearted business efforts that characterize the African market presence of many American firms, these companies and others that follow them will have to undertake intensive and imaginative marketing programs which forego immediate sizable returns for medium- and long-term gains.

Can learn from Japanese

In determining the mix of such a program, it is instructive to look at the Japanese. Individual Japanese salesmen are seen everywhere, it seems, in large numbers and staying for extended periods to conscientiously sound the market. They bring appropriate language facility to the market and present data and specifications in the local language, and in the metric system if required. They make solid dealer relationships, provide for product promotion, return frequently, arrange commercially effective terms, establish inventories, and build service facilities. They are willing to make substantial investments in sales operations, take small orders, and accept deferred returns. Their approach to doing business is flexible.

Similar flexibility and attention to developing Africa on the part of U.S. business, together with a coordinated government-business development program planned and carried out on a multi-year basis, can result in a better U.S. position in this increasingly attractive market, mission members agreed.

In addition to myself, Government members of the survey team were Bureau of International Commerce officials Paul E. Pauly, Murray P. Rennert, and David Hagerson. Representing the business community were Chase Manhattan Bank vice presidents William H. Beatty, Jr. and Charles L. Widney, Jr., and Marvin Marcus, Director of Government Operations, the Fluor Corp. Their broad objective was to consider a five-year program to promote U.S. commercial interests in developing Africa during their three-week trip to the continent this past January.

U.S. and Africa in the 70's

The following are quotations from a policy statement on Africa submitted to President Nixon by Secretary of State William P. Rogers on Mar. 26 upon conclusion of the Secretary's swing through Africa:

► Africa is growing closer to the United States. . . . The resources of Africa are products which we purchase substantially in international trade.

► An effective relation with Africa depends on an understanding of Africa and its needs. . . . They want economic assistance now to make themselves less dependent on foreign resources later. They want investment in which they are partners.

► The United States desires to be responsive to Africa. . . . We desire economic relations on a basis of mutual benefit and respect. Recognizing the need for capital and technical assistance, the United States directly and in cooperation with others will continue to help. The United States will pursue more active programs of trade and private investment, with full recognition of African sovereignty.

► We will concentrate our economic assistance in the coming years in the fields of agriculture, education, health including demographic and family planning, transportation, and communications. . . . We intend to provide more assistance to Africa through international institutions and multi-donor arrangements.

► Any serious appraisal of the development prospects in Africa makes clear the need for much greater regional cooperation.

► We shall encourage the greater utilization of American citizens from the private sector to meet development needs in Africa. . . . I have also called for a study of how the United States Government can establish a clearing house for requests from the more advanced developing nations for the provision of technical and professional services to meet scientific, technological, and industrial requirements.

► We believe that private investment can and should play a growing role, above and beyond public assistance, in African development.

► We have an increasingly successful, albeit modest, effort at getting American investors to look at integrated, large-unit agricultural schemes in Africa. . . . We are also seeking to interest medium-size American investors to look at opportunities to help contribute to African markets, such as in the areas of flour milling and bus transportation; and for meeting specialized markets which Africa could fill, such as plywood, shrimp fishing, and food processing.

► We are also urging the elimination of discriminatory tariffs—sometimes called "reverse preferences"—which put our goods at a competitive disadvantage in many African markets. . . . In the meantime, we have been most encouraged to learn of the important first step taken by the member nations of the Central African Customs and Economic Union (UDEAC), to reduce their general tariffs on most imported goods by 50%.

How Africans are planning

Development strategies of 26 nations summarized in new Commerce publication

More than two dozen African nations have economic development plans, and many of these plans include sales or investment opportunities for American businessmen. The following brief summary of the individual national plans in effect as of late 1969 is taken from a new Overseas Business Report prepared by the Bureau of International Commerce, *Digest of African Countries' Economic Development Plans* (OBR 69-66). The report can be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, for 15¢.

BOTSWANA—1968-73 National Development Plan (larger 1970-75 plan being prepared) has $96 million total capital expenditure. Agriculture aspects include livestock buildup, construction of 30 storage dams. Industrial development has incentives for foreign investment, emphasizes food processing textiles, building materials, mining and other extractive industries. Roads, airports, power and telecommunications also included. Write: Ministry of Development Planning, Private Bag 31, Gaberones.

CAMEROON—Now completing second five-year segment of overall 20-year program. Planned investments of $670 million are about equally divided between private and public sources, with top emphasis on transportation, agriculture, manufacturing. Extensive World Bank help in agriculture (principally new palm oil estates) could help U.S. suppliers. Processing industries get top priority. Write: Direction du Plan, Ministere du Plan et du Developpement, Yaounde.

CENTRAL AFRICAN REPUBLIC—Country's first four-year plan, ending this year, is strong on agriculture, industry and surface transport. Calls for 7% annual growth in GDP. Increased use of fertilizers and insecticides, crop diversification stressed. Urban development includes flood control and expansion of Bangui water supply, improvement of Bangui industrial zone. Write: Ministere du Plan et de la Cooperation, Bangui.

CHAD—First plan (1966-70) goals revised downward last year due to shortage of foreign funds, and extended to 1972. Reduced goals still emphasize agriculture—particularly cotton, sugar cane, tobacco and stock raising. Modest industrial goals center on food processing. Tourism, public health only areas to get more funds. Write: Direction du Plan, Ministere du Plan et de la Cooperation, B.P. 286, Fort Lamy.

DAHOMEY—Second plan (1966-70) places heavy reliance on foreign aid to achieve 4% GDP growth goal. Agriculture (35%), infrastructure (26%) and industry (15%) get top emphasis. Manufacturing growth hinges on extent of regional economic cooperation. Major planned projects include 100,000-ton cement plant and 700-ton integrated textile mill. Transport and communication get infrastructure priority. Write: Ministere de la Prospective et du Plan. Cotonou.

ETHIOPIA—Third plan (1969-73) goal is 6% annual economic growth rate. Foreign capital is expected to provide 18% of total capital investment of $1.2 billion. Agriculture, which holds best sales promise for U.S., gets increased emphasis (11%), but infrastructure and industry still get 52% of projected investment. Power demand and school enrollment to double; tourists to triple; 3,000 miles of roads planned; $200 million to be spent on housing. Write: Ministry of Planning & Development, Box 1037, Addis Ababa.

GABON—Country's first five-year plan (1966-70) allots only 3% of outlays to agriculture; places heavy emphasis on private industrial investment. Forestry to get 25% of planned $368 million in investment; mining and petroleum extraction 30% ($90 million for oil fields alone). New plants to include palm oil processing, cement, glassmaking, fertilizer, explosives and battery making. Tourist promotion centers planned. Write: Secre-

Principal U.S. imports from Africa 1967-69

(In millions of dollars)

	1967	1968	1969
Foods, feeds, and beverages	$ 405.8	$ 510.8	$ 426.2
Green coffee	247.7	321.5	238.1
Cocoa beans	77.4	77.4	82.4
Fish and shellfish	27.9	34.3	31.6
Other foods and beverages, including tea and spices	30.8	43.1	39.0
Industrial supplies and materials	397.0	496.9	513.7
Petroleum, crude	41.1	118.2	182.5
Iron ore	24.0	71.6	27.9
Manganese and ferromanganese	46.5	31.9	34.0
Ferroalloying materials and ferroalloys, n.e.c., including uranium	30.1	20.4	28.4
Copper, ore, semifinished, refined, and scrap	54.8	76.8	25.4
Nickel, ore, oxide, metal, and scrap	13.0	16.8	23.2
Crude rubber, new	29.9	31.9	40.9
Capital goods, except automotive	0.9	0.6	1.2
Automotive vehicles, parts, and engines	0.5	0.4	0.4
Consumer goods, non-food, except passenger cars	79.1	86.2	86.2
Gem diamonds, uncut or unset	72.3	78.5	78.7
Imports, n.e.c.	13.9	22.0	17.3
Total, including United Arab Republic	**$ 905.4**	**$1,120.9**	**$1,045.1**

Source: U.S. Department of Commerce, Bureau of the Census, *Highlights of U.S. Export and Import Trade*, FT 990, December 1967, 1968, and 1969.

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tariat d'Etat a la Presidence de la Republique, charge du plan et du developpement, Libreville.

GAMBIA—Four year (1967-71) plan seeks 5% annual growth in national income. Chief emphasis is on peanuts, nation's top export crop. Agriculture and infrastructure reserved to Government; other areas left to private initiative. Most promising private projects are in marine fisheries, tourism and light industry. Write: Ministry of Finance, Commerce and Industry, Bathurst.

GHANA—Current two-year (1968-70) plan emphasizes production of staple food items, a select list of 14 industrial projects to be implemented by private interests, elimination of transport bottlenecks, rebuilding the educational system, preventive rather than curative health centers, and low income housing. But plan policies are subject to endorsement by the new Government, which has postponed introduction of a new comprehensive development plan beyond mid-1970. Write: Central Planning Agency, Ministry of Economic Affairs, Accra.

GUINEA—Seven year plan (1964-71) provides for total project expenditures of $532 million, with 79% coming from foreign sources. Projects reserved for the private sector include two bakeries and factories to produce candy, suitcases, soap and lubricants. Several dams, hydroelectric projects, and 1,340 miles of roads are in the works. Write: Direction Generale du Plan, Secretariat d'Etat au Plan et a la Statistique, Conakry.

IVORY COAST—New Five Year Plan (1971-75) under preparation projects 8% annual growth rate and continued heavy inflows of private investment capital. Reforestation receiving new emphasis under current plan. Fishing fleet needs processing, refrigeration equipment; farm equipment and fertilizers wanted. Priority private projects include: $25 million pulp and paper factory, veneer mills, sawmills, textile plants, canneries and food processing plants. Infrastructure to get $184 million in public investment; primary education stressed; a national public health center and 3,000 new hospital beds are planned. Write: Direction du Plan, Ministere du Plan, B.P. 649, Abidjan.

LESOTHO—Provisional Five Year Plan (1967-72) is due to be replaced by a more comprehensive plan. Agricultural emphasis is on soil conservation and land-use planning. An Industrial Development Corp., Businessmen's Advisory Service and Lesotho Handicraft Development Organization are to be formed. More than one-third of planned expenditures are on roads; water studies, new hospitals and teacher training colleges also receive priority. Write: Department of Planning and Development, P.O. Box 630, Maseru.

LIBYA—Prospects of the new Five Year Plan (1969-74) approved by the old regime being adopted by the new Government are uncertain. However, many of the contemplated $3.2 billion in investments still could take place, and it would be useful for U.S. exporters of capital equipment to be aware of them. Water desalting and drilling, equipping of new hospitals, technical educational items, and heavy construction equipment hold best promise for U.S. suppliers. Write: Ministry of Planning and Development, P.O. Box 600, Tripoli.

MAURITIUS — Plan provides for private investment. Priority given to industry and agriculture (43% of total investment). Diversification away from sugar has top priority. Big relending role seen for nation's Development Bank. Special emphasis placed on labor intensive projects and industries. Write: Economic Planning Unit, Office of the Prime Minister, Port Louis.

MOROCCO—Five year plan (1968-72) gives top priority to agriculture (especially irrigation) and tourism. Several major industrial projects offer sales potential for U.S. equipment suppliers. Tourism is nation's top growth industry, with planned outlays of $150 million. Mining, power, transportation, communications,

Principal U.S. exports to Africa, 1967-69

(In millions of dollars)

	1967	1968	1969
Foods, feeds, and beverages	$ 208.9	$ 173.1	$ 171.6
Wheat and wheat flour	88.7	79.1	64.3
Rice	37.1	36.1	35.9
Food oils and oilseeds, n.e.c.	25.0	16.7	21.1
Industrial supplies and materials	335.0	351.2	341.0
Iron and steel products, except advanced, finished	33.5	38.6	34.5
Newsprint and other paper products	24.7	24.1	26.3
Chemicals, n.e.c., except fertilizers and insecticides—unfinished	34.3	39.7	34.4
Capital goods, except automotive	449.1	535.0	638.4
Telephonic equipment and electrical apparatus, n.e.c.	22.6	21.0	24.0
Drilling and oilfield equipment	29.7	49.8	39.5
Excavating and paving machinery	60.5	70.5	92.3
Nonfarm tractors, parts and attachments	36.1	44.3	54.6
Power generating machinery, except engines for aircraft and autos	22.8	25.4	34.8
Measuring, testing, and control instruments, and parts	17.7	21.6	23.8
Industrial machinery, components, and parts, n.e.c.	49.1	61.9	75.3
Business machines	13.9	13.0	21.5
Civilian aircraft—complete, all types	31.7	60.5	79.6
Parts for aircraft and aircraft engines	18.3	22.3	25.9
Automotive vehicles, parts, and engines	74.2	82.0	100.8
Passenger cars—new, unassembled	23.7	23.0	31.9
Trucks, buses, and special purpose automotive vehicles	25.5	26.3	28.0
Replacement parts, engines, and service equipment—automotive	16.9	20.6	26.8
Consumer goods, non-food, except passenger cars	85.0	91.8	102.9
Electric household appliances, including air conditioning	14.9	14.5	21.5
Special category	14.8	18.8	16.4
Exports, n.e.c., and reexports	15.4	17.5	20.6
Total, including United Arab Republic	**$1,182.3**	**$1,269.5**	**$1,391.6**

Source: U.S. Department of Commerce, Bureau of the Census, *Highlights of U.S. Export and Import Trade*, FT 990, December 1967, 1968, and 1969.

U.S. investment in Africa and the World

(In millions of dollars)

U.S. direct investment	Africa	World	Africa as % of World
1960	$ 925.0	$31,815.0	2.9
1966	2,074.0	54,711.0	3.8
1967	2,273.0	59,486.0	3.8
1968*	2,673.0	64,756.0	4.1
Earnings on investment			
1960	$ 33.0	$ 3,546.0	.9
1966	417.0	5,702.0	7.3
1967	421.0	6,034.0	7.0
1968*	671.0	7,010.0	9.6

* Preliminary.

housing and health are also due for substantial projects that would require imports. Write: Division de la Coordination Economique et du Plan, Ministere des Affaires Economiques du Plan et de la Formation des Cadres, Rabat.

NIGER—Nation's third plan earmarks 45% of $148 million in public outlays to roads and transportation. Each year a revised four year program is prepared, providing for continuous programming. About 85% of financing for planned projects is expected to come from abroad (mainly France and the EEC). Write: Commissariat General du Plan, Niamey.

RWANDA—First post-independence plan, ending in 1972, expects 80% of priority investments to come from abroad. Emphasis is on agriculture (36% of public investment), infrastructure (28%), and education (11%). Three industrial estates are planned, and private interests are expected to provide the bulk of mining investments. Plan seeks ways to cash in on tourist potential. Write: Direction du Plan, Secretariat d'Etat au Plan national de Developpement, B.P. 46, Kigali.

SENEGAL—An annual GDP gain of 5.5% is targeted by the four year plan ending June 30, 1973, to be achieved through a total investment of $564 million. Emphasis is on agriculture, agricultural processing industries, and formation of small and medium industries run by Senegalese. Tourism is one of the best hopes for the economy; with heavy investments in tourist facilities scheduled, to handle annual increase in visitors. Write: Direction de la Planification, Ministere du Plan et de l'Industrie, B.P. 116, Dakar.

SOMALIA—New short term 3-year plan aims to consolidate results of first (1963-67) plan. New 5-year plan due to be launched in 1971. Present plan expects 87% of investment outlays to come from foreign sources. Emphasis is heavily on transportation, with more than half of planned outlays, followed by water supply (17%), agriculture (15%), and industry (6%). Write: Ministry of Planning and Coordination, Mogadiscio.

SWAZILAND—Plan (ending in 1974) looks to private interests to spearhead economic development, with increased emphasis on non-British sources of foreign investment. Development of infrastructure and agriculture will be Government responsibility. New industries will center around processing primary mining, agricultural and forestry products for export. National airline may be started. Write: Economic Planning Secretariat, Prime Minister's Office, P.O. Box 443, Mbabane.

TANZANIA—Second Five-Year Plan (1969-74) calls for diminishing role of investment in private sector. Agriculture and further socialist development have top priority. Water supply projects could lead to sales of U.S. irrigation equipment. Rapid growth of chemical industry could create other openings. Mining, transport, power, tourism, education, health and urban development are also due for substantial outlays. Write: Ministry of Economic Affairs and Development Planning, P.O. Box 9242, Dar es Salaam.

TOGO—First five-year plan, due to end in December, calls for investment of $114 million, largely in infrastructure and productive sector. Private business is expected to provide the major share of investments in industry, commerce and urban development. AID-financed training center gives U.S. heavy equipment the inside track. Write: Ministere des Finances, de l'Economie et du Plan. Lome.

TUNISIA—Current plan (ending in 1972) confines private investment largely to tourism and petroleum industries. Irrigated land will more than double, and manufacturing output is due to rise by 7.8% per year between 1969 and 1972. Port and railroad improvements are designed to promote industrial growth in Gabes area. Heavy tourism industry growth creates demand for tourist related recreation equipment. Write: Direction Generale du Plan, Secretariat d'Etat au Plan, B.P. 65, Tunis.

UGANDA—Second Plan (1966-71) is first phase of 15-year program extending into 1981. Aims to lessen dependence on coffee through agricultural diversification and build-up of food processing industries. Ambitious $42 million road building program, $44 million hydroelectric station, $52 million for education are other high points; $210 million housing program to be carried out largely by private interests. Write: Ministry of Economic Development and Planning, P.O. Box 13, Entebbe.

UPPER VOLTA—Plan is largely a program of priority projects, with chief emphasis on agriculture (28%), infrastructure (27%), and industry (18%). Private firms expected to supply 17% of investment capital. Industrial output scheduled to double between 1967-70. Manganese mining, road network get top attention. Write: Direction du Plan, Ministere du Plan et des Travaux publics, B.P. 374, Ouagadougou.

ZAMBIA—First Four Year Plan, ending this year, allots 35% of planned $1.2 billion investment to private interests. Three main objectives are economic diversification, increasing non-copper exports and production of import substitutes, and creation of 100,000 new jobs. Plan says Government's role is to assist private industrial sector, and in some cases to establish new industries. Heavy commitments center on electric power, roads and education. Write: Office of Nat'l Development and Planning, Box 340, Lusaka.

U.S. direct investment in Africa, by type

(Book value at year end, in millions of dollars)

	1961	% of Total	1966	% of Total	1967	% of Total	1968*	% of Total
Petroleum	$ 498	46.8	$1,104	53.2	$1,219	53.6	$1,567	58.6
Mining and Smelting	283	26.6	368	17.8	400	17.6	387	14.5
Manufacturing	122	11.5	333	16.0	370	16.3	400	15.0
Trade	57	5.4	136	6.5	151	6.6	163	6.1
Public Utilities	6	.6	1	.05	3	.1	4	.15
Other Industries	98	9.2	133	6.4	131	5.8	152	5.7
Total	**$1,064**	**100.0**	**$2,074**	**100.0**	**$2,273**	**100.0**	**$2,673**	**100.0**

* Preliminary. Note: Totals may not add because of rounding.

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Power projects cue sales

Hydroelectric construction creates market for U.S. products, consultants, contractors

By RAYMOND M. TOLER
Africa Division, BIC

Overseas construction projects present important opportunities for U.S. exports. Such exports may be in the form of services provided by U.S. consulting engineers and construction contractors, or they may be in the form of equipment and materials. The countries of Africa, in accordance with their plans for economic development, are undertaking a great number of construction projects in all fields. In the hope of generating more U.S. interest in such construction, this article focuses on hydroelectric projects in Africa. Later articles may focus on other aspects of African construction.

In Africa, as elsewhere, adequate electric power is a basic factor for economic development. Such power, essential for the industrial utilization of the continent's manifold but relatively untapped mineral and other resources, is also required for the lighting of homes and streets and the development of local infrastructure.

Projected demand for electric power to meet these needs in Africa has often far outpaced existing supplies. Particularly in the last 15 years, the countries of Africa have called upon hydroelectric generating facilities to help fill this gap between supply and demand.

Generally cost less

Hydroelectric generating facilities are, over the long run, generally less expensive than thermal generating facilities. In particular, the countries of Western, Central, and Eastern Africa have a relative abundance of hydroelectric potential, making this type of power generation—which has no fuel costs—very economical. In North Africa, where petroleum and gas resources are more plentiful, and in Southern Africa, which has an abundant supply of coal, thermal generating facilities assume greater importance.

The use of hydroelectric generating facilities also has its disadvantages. In particular, since generating facilities are often located long distances from the centers of demand, there are likely to be high transmission costs, and a large demand for power will be necessary to make such costs feasible. Also, the high initial costs, particularly for the larger projects, make hydroelectric facilities difficult for developing countries to afford, even though they may be the most economical source of power over the long term. Large external credits with favorable terms are often needed to make these initial costs bearable. In addition, building a new source of hydroelectric power is frequently made contingent on construction of an industrial project which will use part of the power generated and whose earnings will help pay off the financing.

Big item in Africa

Hydroelectric power is a particularly important energy source for Africa since, although the continent has only about 10% of the world's population, its many rivers have about one-third of the world's hydroelectric energy potential. Outside of South Africa, which relies almost exclusively on thermal power facilities and which accounts for almost 60% of the continent's consumption of electrical energy, about half of Africa's electric power is derived from hydroelectric sources.

U.S. could do better

U.S. firms have been supplying some engineering services for African hydroelectric projects, but they have not been particularly successful in bidding on construction awards or in supplying turbines, generators, transmission lines and other equipment for which bids are let separately. U.S. exports of hydraulic turbine generator sets are miniscule and go mostly to non-African countries. In this regard, U.S. prices are apt to be on the high side, while European firms may be aided somewhat by their historic ties to Africa. Nevertheless, it appears that U.S. firms are capable of competing for some

TALENT AND EQUIPMENT are the essential items as Africa develops its power resources to supply the demands of its industries. This technician is working on a project in Sierra Leone. (World Bank)

Market profile—Africa

Area: 11.6 million square miles or almost four times area of U.S. excluding Alaska; 90% tropical.

Population: Some 10% of world's 3.4 billion people inhabit land area comprising one-fourth of world total, making Africa overall an underpopulated continent; but annual growth rate, currently 2.6%, is climbing.

Economy: Most countries are in transition from a subsistence to an exchange economy, but Africa remains largely agricultural at subsistence level. Extraction of minerals is becoming key economic underpinning for increasing number of countries, however. Continent's gross national product totaled roughly $53 billion in 1967 or 3% of free world total output; South Africa alone accounted for almost one-fourth African total. Annual growth rate averages around 4%.

Agriculture: Principal commercial crops (in descending order of importance in world output) are cocoa beans, peanuts, green coffee, cotton. Other crops grown for export or domestic consumption include bananas, cassava, citrus fruits, corn, olive oil, palm kernels, palm oil, sugar, sisal, tea, tobacco.

Natural resources: A mineral storehouse, Africa accounts for important shares of world production of gold, industrial and gem diamonds, chromium ore, manganese ore, copper ore, antimony ore, phosphate rock, tin concentrates, asbestos, iron ore, crude petroleum, bauxite. Other mineral resources include cobalt, lead, platinum, uranium, zinc. With 27% of world's forest area, Africa accounts for only miniscule shares of forest products production except in broad-leaved roundwood output. Water power resources are estimated at about 40% of world total (almost one-half in Congo Basin), but Africa produces less than 2% of world's electric energy.

Industry: With the exception of South Africa, manufacturing involves mostly processing of local raw materials for export and simple manufacture of import-substitute consumer goods.

Currencies: Most countries' monetary units are based on or maintained at par with currency of former colonial power. Most former French territories outside North Africa use the CFA franc, with France guaranteeing its unlimited convertibility into French francs. Ex-British colonies have opted for own currencies but remain members of sterling area. Portuguese territories use Portuguese escudo, Liberia's currency is U.S. dollar, and South African rand is official unit of currency in several countries of southern Africa. Congo-Kinshasa, Ethiopia, Guinea, Somalia, Sudan have independent currencies.

External trade: African exports and imports each account for about 5% of world totals. Imports from free world totaling $10 billion and exports valued at $10.1 billion in 1968 reflect an almost even exchange of raw and processed basic materials for capital goods, processed foods and food supplements, and manufactures from former metropoles (France and the United Kingdom) and other developed countries (United States, Japan, other Western Europe). There is only limited intra-African trade despite creation of various arrangements for customs and economic unions.

of this business, particularly for the larger projects, which require more specialized techniques and equipment.

In the sections that follow, data are provided on hydroelectric projects planned, under way, or recently completed in 19 selected African countries. The current stages of most of these projects will be completed from 1970 to 1981. The current stage costs total over $1.5 billion and range from $2 million for a project in Mauritius to over $240 million for the giant Cabora Bassa Dam in Mozambique, which will be the world's fifth largest. Initial hydroelectric generating capacities of the projects discussed total over 4,000 megawatts (MW).

Familiarity with these projects should give interested U.S. firms a better picture of the hydroelectric building activity going on in Africa. Such information should better enable them to capitalize on future bid invitations concerning African hydroelectric projects. Also, since hydroelectric projects are generally built in stages which can be advanced or delayed in accordance with the rate of increase in demand for electricity, U.S. firms that do not get initial contract awards may still have some chance to participate in supplying equipment and services for later stages and additions to capacity.

Nevertheless, a firm that supplies equipment or services for the initial stage of a hydroelectric project would appear to have an advantage in bidding on subsequent stages to be undertaken within the next 10 to 20 years. Since the nationality of the engineering firm may often help determine from what country other services and equipment come, it seems particularly important for U.S. firms to win more engineering contracts for African hydroelectric projects. In many instances where European engineering firms may be able to operate on a less expensive basis, the high quality of U.S. engineering work could be sufficient to offset this advantage.

Suppliers must be ready

It is important for U.S. suppliers of equipment and services to be ready to submit tenders when bid invitations relating to African hydroelectric projects are issued. When sufficient information is available, notifications of bid invitations are published by the U.S. Department of Commerce in INTERNATIONAL COMMERCE and in *Commerce Business Daily*. Rather than relying exclusively on these publications, however, it is advisable for interested U.S. firms to maintain some kind of local representation to advise them when new hydroelectric construction activities are pending.

The descriptive material in the following listing of African hydroelectric projects was obtained from information submitted by U.S. Foreign Service posts in Africa and supplemented by country desk officers in the Africa Division of the Commerce Department's Bureau of International Commerce.

Angola: *The Cunene River Project.* Angola proposes building a hydroelectric project on the Cunene River in the southern part of the country. The main part of the project is a power dam near the Ruacana Falls which will have a minimum power output of 300 megawatts. Total cost is estimated at $200 million or more.

Cameroon: *Edea III and the M'Bakaou Dam.* The creation of the Edea III power plant is conditioned on construction of a large new dam at M'Bakaou on the falls of the Djerem River. This dam will regulate the flow of water into the Sanaga River. Cost of the project, including two of the five generators that will eventually be installed at Edea III, is approximately $15 million. Edea III has two generators now on order, and they were due to be delivered by April. The remaining three, for which financing arrangements must be made, will be installed by 1973.

Both the Edea III power station and the

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M'Bakaou Dam should be completed by 1971. Each of the Edea III generators will be rated at 20 megawatts, and the project will increase Cameroon's hydroelectric energy production to 1.5 billion kilowatt hours. The cost of the combined dam and power plant project is being financed by the European Investment Bank, the official French financial agency Caisse Centrale de Cooperation Economique, and Cameroon's electricity company ENELCAM.

Two earlier power plants, Edea I and Edea II, produced 925 million kilowatt hours of electric power in 1966-67. All but 76 million kilowatt hours was consumed by the aluminum smelter ALUCAM and the aluminum rolling mill, SOCATRAL.

Congo (Kinshasa): *Inga Hydroelectric Dam.* A major hydroelectric power project is being built in the Democratic Republic of the Congo between Kinshasa and the coast. This multi-decade project may turn the Congo River, the world's second largest, into one of the largest sources of hydroelectric power. The present Inga Dam, on which construction was begun in early 1968, is only the first stage of the Inga complex of dams and power stations which are to be built over the next 25 years.

The building of the Inga Dam is being carried out by the Italian construction firm Astaldi Estero at a cost of approximately $43.5 million. This dam, including the installation of two 58 megawatt generators, is expected to be completed by late 1972. A third generator will be added in 1973 and three more later.

The dam is being financed primarily by the Congolese Government and by bilateral credit from Italy. The Congolese Government is putting up $23.5 million, half in dollars and half in local currency. The Italian financing of $20 million is being provided by the Italian contracting company with repayment over 13 years at 6% interest. Also, the EEC's European Development Fund will finance approximately 270 miles of transmission lines and, at a cost of $18 million, seven transformer stations.

The electrical engineering aspects of the Inga Dam project are being supervised by technicians from Electricité de France. This French firm, in addition to directing work on the project, will also be responsible for erecting a grid to convey power to the centers of demand. Heavy steel and chemical industries are to be established in the western part of the country to purchase power from Inga.

Ethiopia: *The Finchaa Dam.* This project, which is located 100 miles west-northwest of Addis Ababa, will include the construction of a low earth-filled dam

COMPLETED PROJECTS are already overtaxed in many African countries. A second project is planned by Zambia at the Kariba Dam. First stage, above, was completed in 1960. (World Bank Photo)

U.S. trade with Africa

U.S. exports to Africa over the past decade have remained relatively small, averaging 3.5% of our global totals. Nevertheless, the dollar value of U.S. shipments has doubled—to $1.3 billion in 1969.

Similarly, U.S. imports from Africa have accounted for 3-4% of our overall imports each year, reaching a record $1.1 billion in 1968—a $500 million increase over 1960—and totaling $1 billion in 1969.

During this period a shift has occurred in the relative importance of Africa's three major regions as markets for the United States. Exports to North Africa have experienced rapid expansion, as to a lesser extent have those to Middle Africa. Although the absolute value of sales to Southern Africa has also grown, the relative importance of that region has been declining.

Still, the Republic of South Africa has become the U.S.'s first $500 million market on the continent, followed by Libya which absorbed $134 million worth of U.S. goods in 1969. Nigeria is moving back toward its former second ranking position, however. These three countries were also Africa's leading suppliers to the U.S.

On a commodity basis, capital goods are spearheading the expansion of U.S. exports to Africa; they now comprise almost one-half of total sales. Shipments of food and industrial supplies and materials, on the other hand, are off a fraction.

Five commodity categories accounted for 28% of U.S. exports to the continent last year: excavating and paving machinery; civilian aircraft; miscellaneous industrial machinery, components, and parts; wheat and wheat flour; and nonfarm tractors, parts, and attachments. Petroleum is closing in on coffee as the leading U.S. import item from Africa. Their combined share of 1969 imports was 40%, while cocoa beans and gem diamonds comprised another 15% of the total.

Although the United States has enlarged somewhat its share of Africa's total imports—13% in 1968 compared to 9% in 1961—several factors continue to inhibit U.S. trade: foreign exchange shortages, low per capita income, discriminatory trade practices, and—last but not least—lack of familiarity on the part of U.S. businessmen with the African market, coupled with lack of adequate representation and after-sales servicing.

NEWLY-INDEPENDENT COUNTRIES are quick in deve'oping their hydroelectric resources. Above, a worker connects wires during a blasting operation at Swaziland's Edwaleni Dam. (World Bank Photo)

on the Finchaa River, a tributary of the Blue Nile. The project, which is expected to be in operation by early 1972, will have an installed power capacity of 100 megawatts, making it the largest hydroelectric power installation in Ethiopia. It will have an annual productive capability of around 500 million kilowatt hours.

Total cost of the project will be approximately $33.8 million. Of this amount, the foreign exchange portion will be financed by a World Bank loan of $23.1 million. This loan, announced in May 1969, will be for a term of 25 years, including a five-year grace period, and will bear 6½% interest. Local currency costs of the project, estimated at the equivalent of $10.7 million, will be financed by the Ethiopian Electric Light and Power Authority (EELPA).

The feasibility study and engineering costs for the Finchaa Dam were financed by the Agency for International Development and totaled about $2.25 million. Engineering work was done by the Chicago firm, Harza Engineering. Awards for construction and supply of equipment were made in November, and the construction award went to an Italian firm for a total of $14 million. Generators are to be supplied by the Norwegian firm NEBB, while turbines will be supplied by the Swiss firm Bell Engineering.

The funding of the Finchaa Dam is the second loan the World Bank has made to EELPA. The first was a $23.5 million loan in 1964 for the construction of the Awash II and Awash III hydroelectric plants on the Awash River. Awash II has been operating successfully since 1967, while Awash III, slowed by poor rock conditions and construction defects, should be completed this year. These two installations on the Awash River will have a combined power capacity of 64 megawatts and will cost $34.9 million.

Gabon: *The Kinguele Dam.* A hydroelectric dam is being built at the Kinguele Falls on the Mbei River about 60 miles east of Libreville. Construction started in late 1969 and should be completed in 1972. The estimated cost of the dam is $18 million, with the French Fonds d'Aide et Cooperation supplying $6.5 million, the Gabonese themselves providing $7.2 million, and the remainder to be obtained by means of supplier credit in connection with the purchase of electro-mechanical equipment and high-tension lines.

Initial capacity of the project will be 19 megawatts, but additions to capacity will double this by 1977. The power to be generated at Kinguele will supply the industrial zone of Owendo. Also, the new source of power may permit the establishment of a paper factory at Kinguele capable of producing 100,000 tons of paper pulp yearly.

Ghana: *The Volta River Project.* The first stage of the Akosombo Dam and hydroelectric project on the Volta River was officially inaugurated in January of 1966 after four years of construction. The project cost about $168 million and has a capacity of 512 megawatts. Through the addition of further generating equipment, this capacity will eventually exceed 1,000 megawatts.

The project was financed by a $24 million loan from the U.S. Agency for International Development, a $10 million loan from the Export-Import Bank of the United States, $40 million from the World Bank, $14 million from the United Kingdom, and $84 million from the Government of Ghana. Design and engineering for the project was carried out by Kaiser Engineers of the United States, while construction was done by the Italian organization Impregilo.

Generating capacity of the Akosombo Dam will be expanded with assistance from a World Bank loan of $6 million to finance the purchase of turbines, civil construction work, and equipment installation. Also, Canada is providing $5.8 million to help finance the purchase of two additional generators needed for the expansion. The two generators, which are the fifth and sixth to be installed at Akosombo, will add an additional 256 megawatts generating capacity. Canada also is providing a loan of $1.75 million to finance the transmission line to Togo and Dahomey. These countries are to establish a joint management body to administer the purchase and distribution of power supplied by the Volta River Authority.

Domestically, the dam provides power for the Volta Aluminum Co. smelter project. With the help of an AID loan of $55 million and an AID guarantee, this project was built by a consortium of American aluminum producers at a cost of $178 million.

Guinea: *The Samou River Project.* A $10 million hydroelectric project is under way on the Samou River approximately 40 miles northeast of Conakry. The project, expected to be completed in 1970, will expand existing power facilities on the Samou by about 25 megawatts. A $7

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million loan from Yugoslavia is helping to finance the project.

Ivory Coast: *The Bandama Dam.* This dam is being built on the Bandama Blanc River near Kossou, a small town 175 miles northwest of the Ivory Coast's capital of Abidjan. The present schedule calls for the production of electric energy from the dam to begin in 1974. Generating capacity will be 174 megawatts, and output will rise to 535 million kilowatt-hours annually when facilities are fully utilized.

Total cost of the project is approximately $96 million. The financing is being provided by the Export-Import Bank of the United States, which has extended a $36.5 million loan for the purchase of U.S. equipment and services needed in connection with the project, and by the Italian group Impregilo, which is the construction contractor for the project. The Government of the Ivory Coast itself will finance about $22.6 million, almost all of which will be used for local costs.

The Eximbank loan is to be repaid in 30 semi-annual installments beginning in 1974 and with interest at 6%. It appears that, despite stiff competition, there are still opportunities for U.S. firms to sell equipment and materials needed in conjunction with the project. If such sales are not made, some of the Eximbank loan may go unused.

The American firm of Kaiser designed the dam and is supervising its construction. In addition to the production of electric power, the dam will also benefit fishing and water supply. The lake formed by the dam will extend upstream for over 120 miles and will have an area of more than 660 square miles.

Kenya: *Tana River Development Scheme.* The Tana River Development Scheme will consist of six generating stations strung out along a 10-mile stretch of the Tana River. The first three phases are planned on the stretch of the Tana River known as Seven Forks, while the second three will be further downstream. The Seven Forks Project is to be completed by 1981, and the three downstream projects are to be constructed from 1981-86.

The Seven Forks Project, which is expected to cost around $100 million, is to have a combined electrical generating capacity of around 250 megawatts. Seven Forks will consist of three stations: Kindaruma, Upper Reservoir, and Kamburu Gtaru. One of these, at Kindaruma, is an existing facility which began operations in June 1968 and will be incorporated into the larger system.

Part of the capital needed to finance the Seven Forks Project is to come from such outside sources as the World Bank and the Commonwealth Development Corp. Kindaruma was financed by approximately $10 million from the CDC, $2 million from the East African Power and Lighting Co. and $5 million from a consortium of British Banks headed by Glyn Mills and Co. A World Bank loan of $26 million is currently being considered for the Kamburu project.

Consulting engineers for the project are the British firm Balfour Beatty and Co. Winner of the main supply contract for Kindaruma was the British firm Associated Electrical Industries International.

In addition to generating more electric power, the project will have a number of other benefits. Farmers will be protected from flood damage at monsoon time, improved irrigation will bring more agricultural enterprises into the area, and new commercial fishing opportunities will be presented.

Lesotho: *The Oxbow Project.* The possibility of creating a dam at Oxbow on the Malibamatso River, a tributary of the Orange, is still in the feasibility study stage. While the dam and associated works would be primarily for irrigation and water supply in Lesotho and South Africa, there is some possibility that it might be used as a source of hydroelectric power as well. Cost of the project, if it gets under way, would probably exceed $160 million. A feasibility study, to be completed by March 1971, is being financed by the United Nations Development Program.

Malawi: *The Tedzani Hydroelectric Project.* A hydroelectric project is being built at Tedzani Falls, four miles below Nkula Falls on the Shire River. The project involves construction of a 16-megawatt power station and is receiving financing from a $5.25 million loan by the International Development Association. Also, a loan of $3 million is being made by the African Development Bank to help pay for transmission and distribution facilities.

Mali: *The Bafing River Dam.* The

U.S. direct investment in Africa

U.S. direct investment in African affiliates totaled $2.7 billion at the last reckoning (end of 1968). This figure represents a record $400 million increase in book value over the preceding year and is due largely to the fact that U.S. petroleum investment in Africa rose by one-third of a billion dollars to $1.6 billion during 1968. More than $200 million of this new commitment was invested in Libya, with West African countries receiving most of the balance. The petroleum industry now accounts for almost 60% of total U.S. direct investment in Africa.

Although the rate of investment in African manufacturing affiliates declined in 1968 to 8% compared with an 11% increase in 1967, it was sufficient to propel this industry group into second place just ahead of mining and smelting as a sector for U.S. investment in the continent. At the same time, mining and smelting investments were declining by $13 million or 3% from 1967.

On a country basis, petroleum again accounts for the changing distribution of U.S. investment in Africa. A whopping 50% increase in our investment in Libya during 1968 brought that country almost even with the Republic of South Africa as the largest recipient of U.S. direct investment. New U.S. direct investments in the latter country rose only 4%, following an 11% increase in 1967. Libya and South Africa now account for a full one-half of all U.S. direct investment in Africa.

The U.S. investment total in Liberia, the only other African country for which data are published separately by the U.S. Department of Commerce, remained stationary in 1968. The 17.6% gain in our African investment overall consequently reduced further that country's share of the total to 6.5%. The "all other countries" category continues to account for slightly more than 40% of total U.S. direct investment in Africa.

Earnings on African direct investments spurted $250 million in 1968 to $671 million, for a 60% increase; by comparison, U.S. earnings worldwide rose 14%. Petroleum contributed $500 million of African affiliates' 1968 earnings, reflecting the unusually large growth of oil and gas production, especially in Libya. New production fields in other African countries also began to show profits and to offset losses from continuing exploration and development expenditures. On the other hand, both manufacturing and mining and smelting, with earnings of $42 million and $69 million respectively, showed slightly smaller increases on a continent-wide basis in 1968.

Government of Mali is seeking interested parties and financing for a proposal to construct a dam on the Bafing River. This dam would furnish hydroelectric power and at the same time insure the year-round navigability for seagoing vessels on the Senegal River from the coast to upriver port of Kayes.

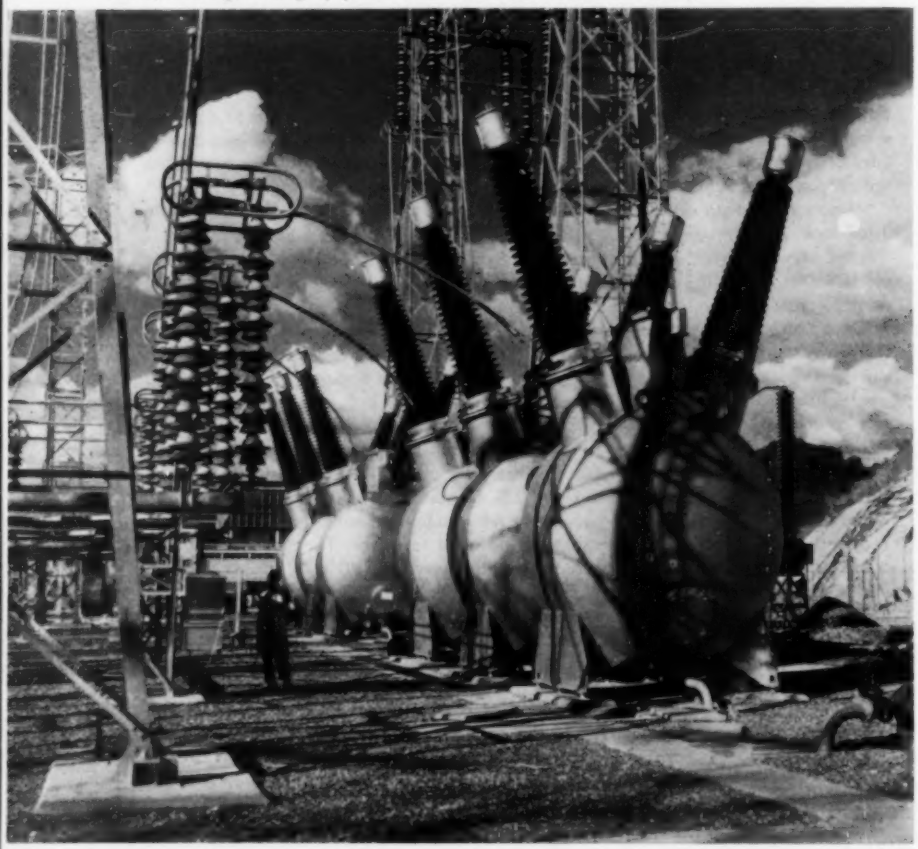
Mauritius: *Riviere des Creoles.* There are eight hydroelectric plants in Mauritius, and they generate more than 60% of the country's total electricity output, except during drought years. One of the principal objectives of Mauritius' Central Electricity Board over the next few years will be to provide electricity for the whole island. As part of this effort, Mauritius plans to construct a hydroelectric plant on the Riviere des Creoles. This plant will have an annual production of at least 27 million kilowatt hours, and will cost about $2 million.

Mozambique: *The Cabora Bassa Dam.* Construction is proceeding on the giant Cabora Bassa Dam in north-western Mozambique. This dam, which will be 984 feet in length, is being built across the Zambezi River at a site about 200 miles east of the Rhodesian border. The dam will be the largest hydroelectric project in Africa (surpassing even Egypt's Aswan Dam) and probably the fifth largest in the world.

The overall cost of the project will be about $350 million. Cost of the first stage is $246 million. This stage is scheduled for completion in 1975 and will involve the construction of the dam, two power stations, and the installation of three 400-megawatt generators. The implementation of the second stage in 1977 will increase generating capacity to 2,000 megawatts, and the third stage, to be completed by the end of 1978, is to involve the addition of five more generators to bring total generating capacity of the project to 4,000 megawatts.

Also involved subsequent to the 1975 completion date for Stage I will be the construction of three more dams downstream, the construction of another power station, and the dredging of a canal through a sandbar in the river delta to increase navigability.

MARKET FOR MODERN EQUIPMENT, particularly for the larger projects is encouraging for U.S. suppliers. Below, electric generating equipment at the Kariba Dam. (World Bank Photo)



The contract for the construction of the Cabora Bassa Dam was recently awarded to an international consortium led by South Africa's Anglo-American Corp. The non-South African members of the consortium, which is known as the Zambezi Hydroelectric Consortium or "Zamco," are firms from West Germany, France, and Portugal. About 16 firms are involved, including civil engineering firms, equipment suppliers, and transmission-line contractors.

Power from Cabora Bassa is expected ultimately to be the cheapest source of electric energy in Africa. About 80% of the power generated will be sold to South Africa under a contract that calls for South Africa to make advance payments to counteract financial deficits in the first several years of operation. Mozambique's neighboring countries of Zambia, Malawi, and Tanzania have also been offered power from the dam.

Nigeria: *The Kainji Dam.* This is a $240 million hydroelectric project that was completed on schedule despite the civil war in Nigeria. Construction began in 1964 and was formally completed in February 1969. The project was financed by $96 million in loans from the World Bank, about $100 million from the Nigerian Government, and about $44 million in bilateral credits from Italy, Canada, the United Kingdom, the United States, and the Netherlands. U.S. participation was in the form of a $2.8 million two-step AID loan designed to cover half the costs of the U.S. goods and services needed on the project.

The Kainji Dam is located across the Niger River at the southern end of Kainji Island. It is 350 miles by road northeast of Lagos, and it is 630 miles by river from the sea. The Kainji powerhouse contains four 80 megawatt generating sets. The number of generators may be increased to 11 or 12 by 1980.

The main contract for the construction of the dam was awarded to the Italian consortium Impregilo in February 1964. The engineering work was done by the British firms Balfour Beatty and Merz and McLellan. With regard to the supply of equipment needed by the project, English Electric supplied the turbines, the Swedish firm ASEA supplied the generators and transformers, and the Austrian firm VOEST provided hydraulic equipment and filters.

The main purpose of the dam is to generate electric power, and the possibility of selling some of the power generated to Nigeria's West African neighbors —Dahomey and Niger—may be explored. Additional advantages of the dam will be the opening of the Niger River to year-

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round navigation, the opening up of heretofore uncultivable land through irrigation and flood control, and the possibility of large commercial fishing ventures in the lake created by the dam.

South Africa: *The Orange River Project.* This is a 20-year project with six stages. The project is now in the first stage, which consists of construction of: (1) the Hendrick Verwoerd Dam; (2) the Orange-Fish River Tunnel; and (3) the P.M.K. le Roux Dam, formerly known as the Van der Kloof Dam. The project is primarily a water conservation scheme which will supply water for irrigation and for domestic and industrial uses.

The Hendrick Verwoerd Dam, along with its 80-megawatt power station, is to be completed in 1971. The Orange-Fish River Tunnel, which will supplement the water supply in the Lake Mentz area and at the industrialized complex of Port Elizabeth and Uitenhage, is expected to be completed in 1972. According to press reports, tenders will be invited soon for the P.M.K. le Roux Dam, which will be almost as large as the $70 million Hendrik Verwoerd Dam.

The tunnel between the Orange and Fish Rivers, which is being built in three stages, will cost about $78 million. Total cost of the entire Orange River Development Scheme is expected to be about $630 million. The South African Electricity Supply Commission is expected to spend approximately $70 million in building power stations, plants, and transmission lines in connection with the Orange River Project. In addition, $72 million is to be spent on special dams, canals, and other works that have to be constructed before power sources can be developed.

The German firm of Siemens is supplying the turbines for the Hendrik Verwoerd power station, which will cost about $4.2 million.

Tanzania: *The Great Ruaha River Project.* A consortium of Swedish consultants is financing a pre-investment study of a hydroelectric facility to be located at Kidatu on the Great Ruaha River. Total cost of the project, on which construction is to be started by the middle of this year, will be about $66 million. The first stage, expected to be in operation by the end of 1973, will cost about $37.2 million. Capacity of this stage will be between 50 and 100 megawatts, while capacity of the entire project, to be completed by 1983, will be between 200 and 450 megawatts.

The Great Ruaha River Project is part of a general development plan for the Rufiji River Basin, and an even larger dam is planned for Stigler's Gorge further downstream. Power from the Great Ruaha River Project will help meet growing industrial demand from the coast region, particularly Dar es Salaam.

U.S. trade with selected African countries

(Values in millions of dollars)

Country	Exports 1969	Exports 1968	Exports % Change 1969/1968	Imports 1969	Imports 1968	Imports % Change 1969/1968
South Africa	505.5	455.7	+11	243.0	255.9	− 5
Libya	134.1	114.9	+17	110.6	89.7	+23
Nigeria	72.3	56.2	+29	70.8	36.3	+95
Algeria	63.8	52.8	+21	2.3	5.3	−57
Ghana	62.1	56.0	+10	68.5	78.2	−12
Morocco	52.8	69.7	−25	8.6	10.6	−19
Tunisia	51.8	48.5	+ 7	2.0	3.2	−38
Liberia	43.9	38.4	+14	60.3	51.1	+18
Congo (K)	43.8	50.7	−14	34.9	42.0	−17
East Africa	32.6	36.1	−10	78.0	96.0	−19
Kenya	19.1	19.8	− 4	15.6	19.7	−21
Tanzania	10.2	12.9	−21	20.2	24.6	−17
Uganda	3.3	3.4	− 3	42.2	51.7	−18
Angola	32.0	36.8	−13	54.2	76.8	−29
Mozambique	26.5	15.2	+74	16.3	18.0	− 9
Zambia	26.3	29.5	−11	3.0	34.4	−91
Ethiopia	21.5	46.3	−54	44.5	46.4	− 4
Ivory Coast	19.9	12.4	+60	53.6	79.1	−32
Cameroon	13.7	10.2	+34	16.1	23.7	−32
Malagasy Republic	11.9	6.0	+98	27.8	37.4	−26
Senegal	11.5	6.6	+76	0.3	0.3	——
Other countries	77.6	60.4	+28	109.8	102.4	+ 7
Total[1]	**1,303.6**	**1,202.4**	**+ 8**	**1,004.6**	**1,086.8**	**− 8**

[1] Excluding UAR (Egypt) and Canary Islands.
Note: Countries or territories individually identified accounted for 94% of U.S. exports to, and 89% of imports from Africa, in 1969.
Source: U.S. Dept. of Commerce, Bureau of the Census, *Highlights of U.S. Export and Import Trade*, FT 990, December 1969.

Uganda: *The Murchison Falls Project.* Despite objections from conservationists and tourism promoters, Uganda has apparently decided to go ahead with a new hydroelectric project at Murchison Falls National Park. The project, which will involve three stages to be constructed over a period of 20 years, is to eventually have a generating capacity of 600 megawatts. The project is to cost about $114 million, including $47 million for engineering and construction, $22 million for equipment, and $45 million for the supply and erection of transmission facilities.

Zambia: *The Kafue Dam and Kariba II.* A major hydroelectric project is under construction in the Kafue Gorge on the Kafue River (a tributary of the Zambezi) 50 miles south of Lusaka. Total cost of the project should be about $103.6 million, with 60 to 70% of this amount being foreign exchange costs.

Construction on the Kafue Dam began in 1968, and it is scheduled for completion this year. The first generator will most likely be ready for commercial service in December, with three other generators becoming operational in 1971. Each of the turbo-generators is capable of producing 150 megawatts of electricity, so at the end of 1971 the project will have a capacity of 600 megawatts. Additional generating units may be added later.

The cost of the Kafue Dam is expected to be met almost entirely by the Zambian Government, with some help in the form of easy credit terms from the Yugoslav contractor Energoproject. This firm was awarded the contract for the main dam and power station in April of 1968. Consulting work for the dam was done by the Swedish firm of SWECO.

Since the Kafue Dam cannot be made high enough to meet all of Zambia's electric power needs, the country has decided to proceed as well with the Kariba II power plant on the north bank of the Zambezi River. Kariba I, the south bank power station in Rhodesia, has been in operation since 1960 and has a capacity of about 700 megawatts. Kariba II will eventually make available an additional 900 megawatts, although the first stage, which is to be completed by 1974, will have a capacity of only 300 megawatts.

Congo is gaining strength

Foreign business interest is growing as a result of continued political and economic stability

In the opening months of 1970 the Congo's economic situation was even more favorable than a year earlier, a remarkable achievement given the spectacular strides already made as a result of the 1967 monetary reform. The semi-annual Economic Trends Report from the U.S. Embassy in Kinshasa states that year-end figures for 1969 showed an especially good financial situation. Revenues were up 44% from the year before and the Government realized a moderate budgetary surplus, the first in the independent Congo's history. Foreign exchange earnings were $728 million, yielding a record balance of payments surplus of $56 million. Prices remained reasonably stable despite substantial wage increases and some credit liberalization. This financial performance was backed up by an estimated 6% gain in gross domestic product.

Business opportunities expanding

Foreign business is showing increasing interest in the Congo as a result of continued political and economic stability and progress. Anticipated public investment, both from domestic resources and from American and other foreign aid donors, will create important sales opportunities, especially for capital equipment for the country's road, rail and river networks, for utility companies, and for the agricultural sector. The expansion and modernization of the extractive and metallurgical industries is accelerating as a result of the general quickening of economic activity and of recently granted mining and oil exploration concessions. This sector offers particularly interesting export opportunities for mining equipment and machinery and related goods.

Heretofore, the Congolese consumer goods market has not grown commensurately with other sectors as a result of continued low purchasing power, but, as indicated above, effective consumer demand can be expected to rise. In general, American firms have not been taking full advantage of what growth there has been. In many cases they have failed to promote their consumer goods adequately, even when these remained competitive with European or Japanese products. Western European and Japanese firms have been quicker to seize opportunities offered by the Congolese market. European suppliers enjoy well-established trade relationships here and have the advantage of better communications, lower transportation costs, a more intimate knowledge of the country and its needs, and a common language.

More importantly, creditworthy Congolese companies are able routinely to obtain credit from European and Japanese suppliers.

Investment is welcomed

The Congolese Government has made it abundantly clear that it would welcome more American products. However, American firms must show greater initiative, aggressiveness, and concern with local needs if they are to capitalize on existing opportunities. There must be more on-the-scene American salesmanship and follow-up, plus better credit terms.

Representation in the Congo should be direct, rather than through European intermediaries. In the eyes of the Congolese Government it makes no economic or political sense for an American company, for instance, to be represented in the Congo by a European firm which acts as intermediary between the Congolese representative (usually an affiliate or subsidiary of the European company) and the American supplier. The Government insists that, instead, trading patterns be direct between supplier and importer. If at all possible, it is preferable for an American company to open its own office in the Congo. Apart from clearly satisfying Congolese desires for direct representation, this has the added advantage of providing better sales and follow-up coverage for the American firm's product.

U.S. can export more

Despite keen competition, the United States should be able to expand its exports to the Congo in relative as well as absolute terms. U.S. exporters enjoy several advantages in this market, such as the high prestige of many American products and level of U.S. technology, the absence of discriminatory tariffs and other restrictive trading practices, and an aid program geared to promote American exports and possibilities for follow-up sales.

President Mobutu's administration is keenly aware of the benefits which foreign capital and know-how can bring to the Congo, and the Government is strongly interested in encouraging American investment.

The investment code promulgated in June 1969 offers important tax concessions and guarantees repatriation of profits, as well as transfer of all retained income together with initial capital in cases of liquidation. By the end of February 1970, 18 investment projects had been approved by the recently constituted Investment Commission, including such diverse projects as a factory for the production of papaya extract, the enlargement of a bakery, a match factory, and two small hotels. The U.S. Embassy has been told that projects for investment in the interior will be looked upon with special favor.

U.S. projects under way

Several American investment projects already moving ahead include a 260-room Intercontinental Hotel in Kinshasa, a Union Carbide mining operation in the Eastern Congo, and a Continental Grain Company flour mill in the port of Matadi. In addition, Gulf and Mobil have received concessions to explore for oil off shore and in the lower Congo, respectively. At least one additional U.S. mining venture is in the offing.

Investments now in the discussion stage include rubber processing, hotels, and light industry, as well as the construction industry.

The Congo offers opportunities for further U.S. investment in the mining, agricultural processing, tourism, and construction industries. In addition, varied opportunities exist for small industries which could provide import-substitution consumer goods.

Full-year figures for 1969 in the following discussion are taken from advance reports and are to be regarded as provisional. They nevertheless give a reasonably accurate picture of the situation.

Budgetary receipts from domestic resources reached $534 million in 1969, compared with $371 million in 1968, an increase of 44%. Expenditures rose by a lesser amount in 1969 so that a surplus of around $10 million was achieved, the first in the post-independence history of the Congo. According to the National Bank,

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expenditures under the investment account totaled $108 million in 1969. For 1970 receipts and expenditures balanced at a somewhat lower level—$430 million—have been projected, and 24% of expenditure is allocated to investment.

If deficit financing is avoided in 1970, as it was in 1969, there should be no addition to inflationary pressures in this area. The level of receipts, however, is dependent on the price of copper, from which more than half the government's revenues derive at present. Should copper prices fall (of which there is no sign at present) there might be some difficulty in reducing expenditures commensurately.

Record payments surplus

Congolese foreign exchange earnings rose to $728 million in 1969, compared with $600 million and $462 million in 1968 and 1967, respectively. Foreign exchange expenditures also increased strikingly—from $408 million in 1967, to $552 million in 1968, to $670 million in 1969—but the 1969 surplus, $56 million, constituted a new record. The 1969 surplus would have been $86 million if an arrangement for the prepayment of copper exports had not been partially abandoned during the year.

The 1969 export performance was due to minerals rather than agriculture, of which production as well as prices appeared to lag during the year. With respect to minerals, production rose but price increases, especially for copper, were considerably more important. Thus the balance of payments surplus would be subject to shrinkage or even reversal if copper prices were to fall. Nevertheless, foreign exchange reserves, which after three successive years of surpluses stood at $225 million at the end of 1969, are probably sufficient to assure no reimposition of import restrictions for some years.

Prices rose about 13% in 1969 as measured by the African market index for Kinshasa. Within this average there were wide variations, with imported and locally manufactured goods rising only 5 or 6% while domestically produced foodstuffs, which were affected by transportation difficulties and also by poor weather, rose 25%. These increases took place against the background of general wage increases of 10% in July 1969 and another 20% in January 1970. Since price increases so far have remained well short of these amounts, a long-term improvement in purchasing power is likely.

Price movements were accompanied also by an increase in the credit extended by commercial banks to the private sector, which was allowed to rise from about $40 million at the end of 1968 to about $55 million at the end of 1969. This increase was allocated to production, primarily agricultural, rather than to commerce or investment. For investment in the private sector a new institution, the Congolese Development Bank (SOCOFIDE), was established in early 1970. This bank will eventually have resources of around $15 million, but its first loan is not expected before the end of 1970.

Mineral production rises

Mining output, which did not increase greatly in 1968, rose by about 10% in 1969. The main factor in this increase was copper, the Congo's main product and export, which rose from 326,000 tons in 1968 to 362,000 tons in 1969. Little or no increase in copper production is expected in 1970, but Gecomin, the Congo's national copper producer, plans an expansion to 450,000 tons in 1973 and to 600,000 tons by 1978 according to published reports. SODIMICO, representing Nippon Mining Co. expects to produce an additional 50,000 tons by 1972 or 1973 and 100,000 tons by 1978. This increased production will help to offset any decline in prices.

Increases were recorded also in diamonds and especially in zinc, production of which ran about 38,000 tons ahead of 1968 in the first half of 1969. Manganese production remained stationary, evidently on account of low world prices, but cassiterite increased moderately. Future production is likely to be augmented by concessions granted during 1969 for mining of niobium and monazite as well as by off-shore and on-shore petroleum exploration concessions in the Bas-Congo.

Manufacturing output was particularly hard hit by the 1967 monetary reform, which not only reduced purchasing power through a deep devaluation but also, through the removal of import quotas, brought back foreign competition with a vengeance. In 1969, however, the 1966 level of production was regained. Recovery was shared in by the industries previously in the greatest difficulties, notably textiles and garment-making, although in their case additional tariff protection played a part. Manufacturing output in 1970 should be further stimulated by the 20% wage increase accorded in January.

Building expansion continues

Construction activity, which picked up markedly in 1968, continued to expand in 1969, especially in the industrial and commercial fields and in public works. It is noteworthy that the prices of construction materials have remained stable since the

CONGOLESE MINERAL OUTPUT rose by about 10% last year. Production of copper increased to 362,000 tons in 1969 and is reportedly scheduled to expand to 600,000 by 1978. (photo courtesy of World Bank)

1967 devaluation except for a 23% increase in wholesale cement authorized in 1969.

After increasing spectacularly in 1967 and 1968, agricultural production remained stationary on the whole in 1969. Lack of progress was accounted for partly by low world prices for several products, partly by unfavorable weather in certain areas of the country. Particularly hard hit was palm oil, the Congo's main agricultural export, shipments of which fell from 142,000 tons in 1968 to 125,000 tons in 1969. Exports of rubber and lumber also dropped appreciably. At the same time production increases were achieved in rice, corn, and cotton. Exports of the last rose from negligible in late 1968 to 7,200 tons in 1969, and a further increase may be expected in 1970.

Transport hinders farm output

Agricultural expansion has been hampered not only by special conditions in 1969 but also by continuing problems in the organization and modernization of production. Most serious of all have been the inadequacies of transport, particularly of roads in the country's interior, which are described below.

The above discussion of the budget and the balance of payments noted the Congo's heavy dependence on copper for both budgetary receipts and foreign exchange earnings. As also noted, foreign exchange reserves would afford a substantial cushion should copper prices decline, but there might be difficulty in reducing government expenditures commensurately with lower receipts. Resource allocation in the Congo, particularly of public investment resources, remains a problem. As suggested by the National Bank in its Annual Report for 1968-1969, genuine investment expenditures have been less than they could be.

The foregoing are mainly problems for the future, however. Copper prices show no sign of breaking at present, and the economic effects of low or misdirected investment expenditures will not be felt for some time. Of more immediate concern are the deficiencies of the transportation system. The principal element of this system is the Congo River and its main tributaries, serving most portions of the country. Water transport is supplemented by rail along unnavigable stretches and also in areas without waterways, particularly Katanga and the northern tier of Orientale Province. Roads serve as transportation axes too, especially in the northeast, but generally they function as feeders into the main system.

AGRICULTURAL PERFORMANCE was mixed in 1969 after two excellent years. Output of most items dropped but rice, corn and cotton production rose. Here, a scene in the Lower Congo. (World Bank)

U.S. role is cited

Both sales opportunities and investment possibilities in the Congo should prove increasingly attractive to U.S. firms. In responding to the challenge of the Congo, American private enterprise should be able to play a major role in its development. It is U.S. Government policy to encourage and assist U.S. private enterprise in this regard in every appropriate way.

System deteriorated after 1960

In the first years following independence, most components of the transportation system deteriorated drastically. In 1967, however, some of the arrears of maintenance and re-equipment began to be made up. A notable increase took place in volume transported in 1968, and this trend evidently continued into 1969. It was particularly marked for railroads in the northeast of the country, which benefited from agricultural revival along their routes, and river traffic increased as well.

Nevertheless the transportation problem remains acute in other areas, especially those dependent on the road network. Not only does production in those areas fail to find an outlet, but distribution of manufactured and imported goods is hampered as well. Their lack of full integration into the economy prevents these areas from contributing as they might to the country's growth.

Considerable efforts already have been made to alleviate this situation. AID and the Common Market's Development Fund are sponsoring road studies and projects in the west-central and eastern portions of the country. The World Bank is beginning to contribute substantially, and the Congolese Government is using its own resources to rehabilitate the road from Kisangani to Bunia. Nevertheless, considerably greater resources will be required, technical and organizational as well as financial, before these problems can be resolved.

Economic activity to increase

The foregoing developments point to a significantly increased level of activity in 1970. As noted, wage increase since mid-1969 have added considerably to monetary demand. Although predictions of price movements in the Congo are always hazardous, experience to date, coupled with avoidance of budgetary deficits, indicates that price increases will fall considerably short of wage increases. The result is likely to be considerably greater demand in real terms. This demand will bear in the first place on imports, which in the continuing absence of quantitative restrictions are likely to increase substantially, as indeed they have done for the past two years.

Increased demand will bear also on domestic manufactures. Since in most cases local industries have considerable unused capacity, and important increase in their output is likely. To the extent that transportation and other problems are alleviated, agricultural output also may respond to increased domestic demand. Production throughout the economy will be facilitated by the rise in bank credit to the private sector allowed in 1969, which probably will be continued and extended in 1970.

A significant increase in private investment may also be foreseen. This will stem not only from the strength of domestic demand but also from the abundance of resources in the Congo awaiting exploitation, for export as well as home consumption. A favorable climate was reinforced by the code promulgated in July 1969 for both foreign and domestic private investment and by the settlement last fall of the Union Miniere's claims, arising from the nationalization of the giant Katangese copper company at the end of 1966. The Congolese authorities have consistently and increasingly stressed their receptiveness to foreign investment.

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Nigeria starts to rebuild

War services taught nation the value of the private area of its economy

After thirty months of war Nigeria is again at peace. The end was sudden and complete—there is no guerrilla activity or die-hard resistance to clean out. With peace, however, has come a series of new economic problems: massive relief to the displaced and needy; rehabilitation and reconstruction of housing, transport and power networks; and reactivation of the market economy in the war-torn areas in the East. The Economic Trends Report from the U.S. Embassy in Lagos says that it may be a couple of years before the more obvious economic wounds of war will be healed, but Nigerians are striving to resolve rather than to aggravate the causes of the war.

Better market for U.S. exports

With the end of the war, the increased demand for goods to meet rehabilitation and reconstruction requirements, and the prospect of increased foreign exchange receipts, Nigeria should become again a growing market for American products. Nigeria's imports were valued at two-thirds of a billion dollars in 1969, and a billion-dollar-a-year market is not too distant. U.S. companies will continue to be the prime supplier of specialized equipment and services for the petroleum sector, but those sectors of the economy in need of reconstruction and rehabilitation will provide the most immediate potential market for goods and services from the United States.

The two biggest markets and the ones which will show the greatest long-term strength will be transportation and construction. Not only will there be replacement or repair of infrastructure damaged through undermaintenance and overuse during the war, but the government seems determined to eliminate those transportation bottlenecks which existed before the war.

The Nigerian Railway Corp. is embarking on a multimillion dollar modernization program and is already seeking bidders to supply 45 mainline locomotives. Air travel has become an increasingly important inter-city means of communication. To provide the service, airline equipment and ground support and airport facilities are needed. A long-term rehabilitation program for the highway system has already been launched, and manufacturers of tried and tested American earthmoving equipment should be able to increase their Nigerian sales.

Schools and government office space are grossly inadequate and the new and more modern buildings that are required should offer a market for American manufactured building components such as elevators, air conditioners, specialized window materials, and related items.

Many products are needed

Nigerian importers will be increasingly in the market for hospital equipment, educational materials and equipment, tools, light farm machines, office machines and equipment, sophisticated semi-processed goods and a wide range of communications equipment.

Now that the Government is willing to consider making foreign exchange available for consultant fees, American firms will find in both the public and private sectors a pent-up demand for technical advice and planning surveys. Many of these will follow technical assistance programs, which continue to be the mainstay of the American AID program in Nigeria.

Later, those consumer durables which were important American export items to Nigeria will be permitted to enter again in quantity. There is a sizable demand for air conditioners, household appliances, luxury model cars, and light marine equipment, but the Government is unlikely to issue import licenses for them for some time. It is likely to be even longer before such goods as processed food items, clothing, recreation equipment, and other luxury items, for which there is a high degree of consumer acceptance, will be permitted to enter the country in quantity.

The prospect of increased business opportunities should lead American firms to begin looking for qualified agents and dealers for their products. Fortunately, many of the leading New York and California banks have representatives in Nigeria to offer advice to firms new to the African market. As has been the case since early 1968, a firm must be prepared to wait a few months for payment and these banks can be helpful in bridging the hurdles as well as sifting out those unscrupulous traders who use import restrictions to bilk the unwary.

Worthwhile investment prospects

Nigeria, having successfully withstood the economic strains of war, having emerged more of a cohesive political unit than before, and having in sight a substantial increase in foreign exchange availabilities and governmental revenue, could well be on the threshold of a period of rapid growth. Now, when the country is reviewing its goals and target areas for development, is the time to examine investment possibilities.

Before the war, Nigeria was considered to be one of the most friendly countries for the foreign investor. Although this remains true, inducements to the foreign investor are now applied more selectively and the government is being more careful in extending invitations to foreign investors. Exasperating bureaucratic delays still occur in working out investment arrangements and even in the process of issuing visas to enter Nigeria for this purpose, thus cooling more than one businessman's ardor. On the plus side, the war has demonstrated the strength of the private area

Combats inflation

Throughout the war most of the inflationary pressures were kept in check through increased personal savings and by high bank liquidity which enabled the banking system to carry much of the federal government's growing deficit. Banks now find normal customer borrowing increasing. Despite continued import restrictions, imports are likely to increase and consumers and state agencies will draw down from their reserves to pay for postponed purchases and projects. The government, keenly aware of the situation, is seeking ways to counter the inflationary trend—perhaps by introducing higher corporate and excise taxes and by increasing import duties, and encouraging greater production of foodstuffs but probably not through cuts in government spending. Given the professionalism of key government officials and their experience in guiding the economy during the war, it seems likely that they will be able to cope with the situation.

of the economy and pointed up the cost and poor performance of an over-zealous expansion of state-owned, often politically-inspired, industrial projects.

The Government and private interests now seem more approachable when discussing problems which affect investment decisions and policy objectives. Perhaps, before the war, each was too indifferent to the other's thinking and wishes.

Nigerian role is emphasized

A renewed emphasis will be placed on promoting qualified Nigerians to positions of responsibility—an area of emphasis common to most developing countries and one which the better-managed American companies are eager to develop. The supply of candidates for these jobs is small and it will take time to train experienced managers capable of assuming supervisory positions in industry.

At the same time, the government will seek to nurture its infant capital market to permit a broader-based participation in the industrial development of the country by Nigerians. If this can be done—and it will take time and effort to develop a capital market—it will mean a stronger economy and a stronger private sector with ample room for the investor from abroad.

Rehabilitation and reconstruction is not only a problem in the areas where the war was fought, but is a requirement elsewhere in Nigeria, particularly for road and rail transport lines. Limited resources precluded adequate maintenance of these systems as long as the war continued. Reconstruction in the three eastern states was seriously hampered as the area was in a war zone, the population was dispersed, and the rebels controlled the region's core area, which lay astride the north-south highway and rail routes east of the Niger River.

The major tasks of reconstruction in the eastern areas will require perhaps two years to accomplish. Roads are passable, but temporary bridges are slowing traffic flows. Rail service is expected to be restored this summer. Nigeria's oil refinery at Port Harcourt should resume operations in May and enable a monthly saving of $3-5 million in foreign exchange. While some industrial installations were badly damaged, the important Port Harcourt complex emerged from the conflict in almost mint condition.

Electric power will be a critical factor as only Enugu and Port Harcourt will have service by late spring. The other parts of the region will have to rely on small diesel generators or wait until mid-1971 when a new grid should be hooked into the large Kainji hydroelectric dam —Nigeria's principal source of power.

Most immediate problem

The most immediate problem in the East is to get purchasing power back in the hands of the population. Not only is the problem complex because the secessionist regime placed a huge amount of banknotes in circulation, but there is the difficult question of what to do with deposits held in about 70 branch banks which operated under its control and which must be re-opened to really revive business activity.

A longer term problem will be finding employment for those people who felt compelled to leave their jobs before the war to return to their homes in the East. A generous offer to reinstate former civil servants has been made but many of these former employees, like their counterparts in private industry, are finding their jobs long since filled and must seek other work. One disquieting situation in the East is the tendency of one state to discourage people from another state from seeking employment within its borders. In Port Harcourt the situation is such that some firms are concerned about the feasibility of re-establishing themselves on their pre-war scale.

Transport gets top priority

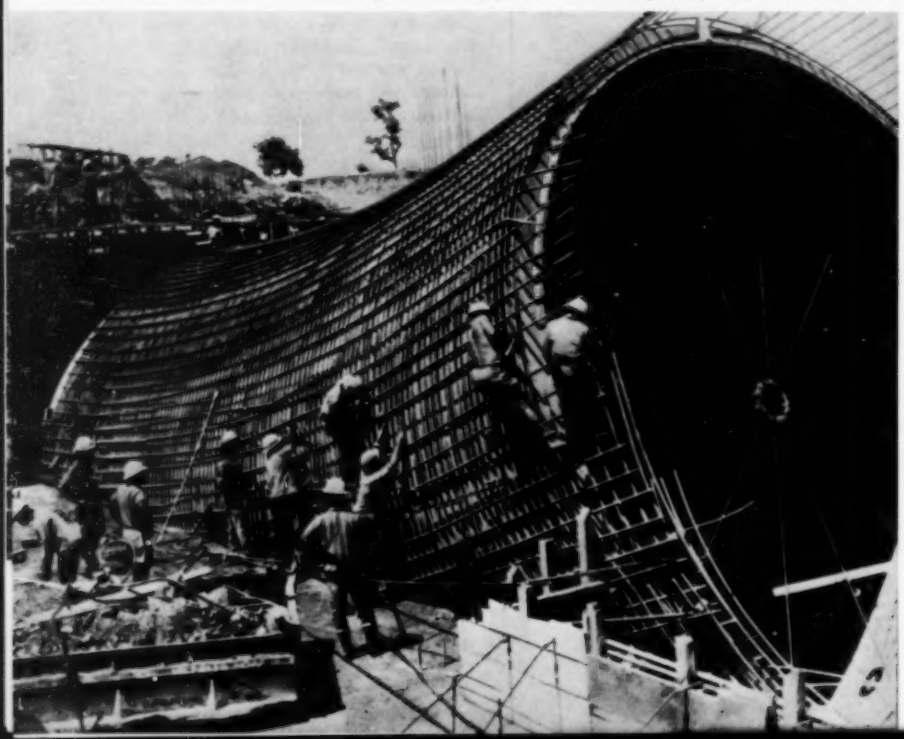
In the remainder of the country there is the sizable task of rehabilitating the infrastructure worn down during the war when only limited funds and personnel could be diverted for its repair or replacement. Top priority will be given to the transportation industry which has maintained the flow of exports to port at almost a pre-war level despite a truncated road and rail network.

Although work has been started to relieve the internal transport problem, the principal bottleneck continues to be congestion in Lagos harbor. At times as many as 30 ships are backed up waiting for a berth to off-load cargo. A new arrival joining the queue could expect to wait three weeks to dock. Although the loading of export crops moves quickly, shipping agents describe the situation at the import berths as the worst since the mid-fifties. Vigorous steps are now being taken to alleviate the situation.

The budget to finance the reconstruction and rehabilitation work is now being prepared and will be announced at the beginning of the new fiscal year on April first. Since planning cannot be completed by then, the new budget will probably include only part of the postwar programs the government hopes to embark upon this year. Given the urgency and magnitude of the tasks ahead, the new budget will probably be a deficit one.

In putting together this year's budget, planners will be concerned with inflationary patterns developing in the economy. Price indices in all the major cities are increasing; housing availability lags behind demand; food production was slightly lower last year; transport costs are up; and there are shortages of imported goods. Also, some import substitutes cost more—a subject of much adverse editorial comment since the quality of locally manu-

NIGERIA'S PRINCIPAL POWER SOURCE, the Kainji hydroelectric dam, shown under construction in 1966, was undamaged by the war. A new grid is to bring power to eastern regions by mid-1971. (World Bank)



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factured goods does not always measure up to foreign counterparts.

During the war Nigeria conserved its foreign exchange not only by import restrictions but by deferring payment for private imports by limiting the exchange made available to banks. Differing priorities are assigned for different categories. At times the exporter may have to wait as long as six months, although most requests are cleared in four months.

The foreign exchange problem arises not only through cash purchases of arms but also through an increased level of imports in the latter half of the war. Despite import controls, imports averaged about $55 million a month in 1969, an increase of 25% over the previous year. While volume increased so did costs, which rose as general world prices increased and exporters compensated for the cost of waiting for foreign exchange. Although the government made about 10% more foreign exchange available to the private sector in 1969, imports increased even faster and the wait by a supplier for payment became longer. Nevertheless, most suppliers, appreciating the potential of the Nigerian market, continued to ship.

Foreign exchange probably will continue to be tight for the rest of the year. Demand arising from rehabilitation and reconstruction requirements will replace military requirements and the pressures for increased imports by private interests, as in any other post-war situation, will be very substantial and difficult to restrain. As a consequence the size of the backlog of deferred payments will probably remain fairly stable.

Petroleum is booming

Despite rebel aircraft harassment of petroleum installations, oil production averaged over half a million barrels a day during 1969—25% above the best prewar year and three times production the previous year. The oil companies are moving rapidly and by mid-1970, production could reach as much as a million barrels a day, allowing Nigeria to rank among the world's top ten producers.

The British-Dutch consortium, Shell-BP, is far out in front as Nigeria's leading producer, but the combined American investment of about half a billion dollars accounts for almost half of the capital put into the petroleum sector. Gulf, the only oil company to produce throughout the war, is the leading American producer. Two other American companies, Mobil and Texaco, began producing in the first quarter of 1970 and other companies are expected to follow.

For Nigeria, the income from oil will be considerable. By mid-decade foreign exchange received as payments by the producing companies to government is expected to be over half a billion dollars a year—roughly equal to the budgeted recurrent expenditures of the federal and state governments during the current fiscal year. The government has now offered over 6,000 square miles of new offshore concessions. No accurate estimate of total Nigerian reserves is available, but no one doubts Nigeria's capability to remain a major producer for decades.

Agriculture stressed

Few countries have as broad an agricultural base as Nigeria. Employing about four-fifths of the working population, the agricultural sector supplies not only food for this most populous country in Africa, but it ranks first or second in the world as an exporter of a half dozen agricultural commodities. The government has wisely pressed forward, even while the war was on, with limited plans to modernize agriculture and develop agriculturally-based industries in order to create a more prosperous rural economy. Hopefully, these efforts will partially stem the movement into the city, where it is even more difficult to provide employment and the public services that a modern society demands. The consequence of all this will be that the trend toward integrating the farmer into a money economy will continue, presumably at an accelerating pace. This in turn, will accelerate growth of the economy.

The industrial area of the economy continues to grow at a steady pace, outrun only by petroleum, which is supported by immense capital investments from abroad. Wartime restrictions on imports of nearly half the manufactured goods Nigeria imported before the war have fostered many import substitution industries, thus increasing the country's industrial capacity.

Provisional official figures suggest that manufacturing production increased by 15% in the past year, but sources in industry say that the growth rate was at least 20%. Some speak of overcapacity creating a buyers market, but small scale entrepreneurs continue to enter the market with enterprises capitalized under $250,000. As one manufacturer put it, "no one is held up because the business isn't there."

Consumers are demanding more

But the industrial growth cannot be fully explained by import substitution. Consumer demand has grown. One major beverage producer has steadily increased his capacity but still may be forced to ration his product until new capacity can come onstream. In the North, traditionally the most sluggish economic area, goods moved faster than in the past and no seasonal sag was seen this past year. Nearly everyone speaks of an increased sophistication in the market place. One company is developing a sales campaign aimed at creating a do-it-yourself clientele as a way of garnering a larger share of the growing middle-class market.

The short-term explanation for the growth in the retail market is that a well-paid army is pumping income into the economy and new industrial urban workers create increased spending power. Long term, it is the transistor radio which creates demand in even the more remote villages. Until little over two decades ago, many farmers lived at a subsistence level—and still do. This is slowly beginning to change as crop diversification and a rising volume of agricultural products are being marketed. Acceleration of this trend appears to be in the cards.

Nowhere has this expansion been greater than in the textile industry. Provisional figures show production increased by almost 30% last year and reports of this predominantly northern-based industry tell of new mills being planned and under construction while existing mills are expanding capacity. Much of the expansion is due to the long-announced government deadline of Apr. 1, 1971, for permitting grey baft to come in at a concessionary rate. Industry sources appear to have no fear of overcapacity. As locally grown cotton appears unlikely to expand fast enough to meet the demand of industry, textile firms will be forced to import cotton and, as an alternative, some are now beginning to introduce synthetic fibers into the finished product.

Construction activity is growing

The construction industry, plagued for over a year now by a shortage of cement and reduced government spending on capital projects, shows signs of revival. Employment by major contractors in the building industry had declined to 50% of prewar levels by the end of 1968. By the beginning of this year, however, employment had gone up by a third and the prospects are good that next year could match prewar levels.

The mainstay of the construction industry has been the expansion of established firms and the entry of new ones into the industrial sector. Some new office buildings are starting to go up; highway construction is accelerating even faster. Contracts worth over $30 million were signed in the last few months. A like sum is anticipated in the next few months and more contracts are likely to follow as projects to rehabilitate the transportation system

continue to come off the drawing boards.

In addition, several state governments have the funds to build and expand government buildings, build schools and begin other capital projects. In the meantime, refurbishing and building of new private housing increases. Although this market remains small, suppliers are impressed with demands of the home-owner for a better quality product.

Elsewhere, government priorities for industrial development remain unchanged and there is every suggestion that it is unwilling to allocate its resources for glamour or show projects of doubtful economic value. Major projects, like a steel mill and a petrochemical industry to take advantage of vast amounts of natural gas being flared off in the oil fields, appear to be several years away. In response to Nigeria's invitation, 13 bids have been received from automakers to put up auto assembly plants. Two or three bids may be accepted. Linkage industries could well develop from this important step in industrialization and contribute further to growth.

Caution in government-financed industrial expansion stems basically from past unhappy experience with contract-financed projects. While many of these were well-equipped plants, their cost was high and locations often made little economic sense. Meeting payments for them has been an irritating foreign exchange burden during the civil war. Lessons like this have been hard but much has been learned. This experience, however, has helped create a more realistic attitude toward the role of the private sector.

Legislative pace has slowed

There has been less new government legislation in the last twelve months than in the previous period. The banking community was pleased by an amendment to the banking decree published last year. It makes their operations less difficult and was written only after seeking the advice of their representatives. A new Industrial Relations Decree was issued to outlaw strikes for a year and to ease inflationary pressures by placing a lid on wage increases. New petroleum legislation, long in the drafting stage, was promulgated last November.

Efforts will undoubtedly continue to speed the process of Nigerianization. The drive to decrease Nigeria's dependence on foreign talent is real—but not unreasonable. The government appears to be promoting Nigerianization at a sensible pace —usually applying enough pressure to keep the companies working at solving the problem but not so forcefully as to create major disruptive problems and discourage investment.

Upper Volta is making gradual economic development progress again after long business slump

Progress being made in establishment of textile, sugar processing and shoe industries; export volume reaches record high

Upper Volta has emerged from the economic slump which had enveloped it for several years, states the annual Economic Trends Report from the U.S. Embassy in Ouagadougou. New businesses, externally financed, are beginning to come in, and the old businesses are generally faring well. Food crop yields in this predominantly agricultural country continue to fluctuate, but the export crops, especially cotton, are on the increase. Live animals account for more than half the total exports.

The Government has managed to balance its budget since 1967, but in 1969 it faced new challenges to its policy of fiscal austerity. Devaluation of the French franc and the franc CFA (the local currency), coupled with demands from workers for salary increases, which were granted in some measure, threaten to unbalance the 1970 budget.

There are local representatives for several major American firms in Upper Volta, but there are no resident American businessmen. Other than the 49% interest by the First National City Bank in the Banque Internationale pour l'Afrique Occidentale (BIAO), there is no direct U.S. investment in the country.

The only large-scale possibilities presenting themselves to the American investor are development of the manganese mineral resources in the northeastern part of the country, and commercialization of the cattle industry and related industries. Opportunities to equip proposed cotton ginning plants may also materialize. Since the infrastructure of the country is inadequate, these projects require study and probably outside financing on soft terms to assure feasibility.

On a smaller scale, there are some possibilities for construction of new telecommunications links and other infrastructure improvements, as well as for development of agro-industries making use of locally grown crops. Voltan consumers indicate a preference for American air conditioners, and a market exists for some consumer items with low unit costs, such as soft drinks.

As a member of the Associated States of the European Economic Community, Upper Volta's tariff policies discriminate against products from countries outside that system. Import duties are quite high, comprising the chief source of Government revenue. The Voltan economy is dominated by French expatriates, most of whom have resided here for many years and have the backing of large French firms.

Given these conditions, plus the harsh vicissitudes of seasonal market fluctuations and periods of reduced economic activity, the investment atmosphere is not yet attractive for most American firms, despite the desire of the Government to attract such investors. Opportunities may develop for American investment where Upper Volta is considered as one part of a regional market, based in Abidjan or Accra, and where Export-Import Bank backing is available.

Cotton output rising

More than 90% of Upper Volta's population depends on agriculture for its livelihood, and almost all of the country's export earnings are from sales of agricultural products. In recent years, emphasis has been put on developing cotton as a cash crop, for which a monopoly has been granted to the French firm, CFDT. The 1968-69 campaign saw a spectacular rise of 85% over the previous year, to 32,000 metric tons, and a yield of 40,000 metric tons has been predicted for 1969-70, which would make Upper Volta the leading cotton producer in the West African Monetary Union. Plans to continue bringing new land under cotton cultivation could lead to production of 150,000 tons by 1980.

While cotton has come to account for about one-fifth of the country's foreign trade, meat and live animals are still the source of more than half the receipts from foreign trade. A healthy increase of

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15% in volume took place in 1968, although lower prices offset part of this gain. It is likely that 1969 figures will prove lower, since severe drought in the cattle-producing northeast seriously reduced the animal population.

The same drought also reduced yields of the subsistence crops, millet and sorghum, to the point that emergency assistance was required during 1969 to feed people in the hardest-hit areas. Means do not yet exist to stabilize the supplies and prices of food grains, but this vital problem is receiving priority attention from the Voltan Government and foreign sources of assistance.

In 1969 the Government yielded to rising pressure from workers (including primarily government employees) for increases in their wages. For the first time since 1958 the statutory wage scale was increased, by an increase in the minimum wage for industrial and farm laborers of 7 to 10%. This leaves the industrial laborer receiving approximately 11 cents per hour and the farm laborer 9 cents per hour.

The rise in wages, though representing a real increase in buying power, still leaves family income behind what it was several years ago, and observers see evidence of price inflation resulting first from drought-influenced high food prices, followed by devaluation of the currency in August 1969.

The cost of living index for African workers jumped suddenly from 140.3 in December 1968 (base 1958 = 100) to 162.3 in June 1969, much more than the usual seasonal increase. The increase came about in large part because of unusually high prices for staple grains.

At the same time, the cost of living index for expatriates followed a more modest version of the same trend, falling slightly during 1968 to 129.6 in December (base 1961 = 100), but rising to 140.9 by June 1969. Later statistics may show further rises for expatriates who buy more of the imported goods most affected by the currency devaluation of August 1969.

Manufacturing production hardly increased during 1968, except in a few industries—beer, soap, and metal beds—but progress was made in 1968 and 1969 toward the establishment of several new industries; textiles, sugar processing, and shoes. In terms of national priorities industrialization takes its place behind agriculture and education.

When the military government assumed power in 1966 it was faced with a disastrous financial situation. By adopting higher taxes (some of which have since been abolished), austerity budgets, and the first national economic development plan (*Plan-Cadre, 1967-70*), Upper Volta's international credit has been restored.

The problem which remains—and for which there is no solution in sight—is the meager resources of the country, promising no quick road to riches. The national budget, amounting to only about $35 million in 1970 (at the devalued rate of $1 = CFA 277), is inadequate to generate capital for even the most attractive development prospects. Less than 10% of the budget is spent on investment and equipment.

Foreign aid is sought

Under these circumstances the Government has devoted much energy to seeking financial assistance from abroad to get projects started which may in the future provide returns both to the Voltan people and to the aid donors. Some successes have already been recorded, most notably in production of cotton for export. Possibilities are good at present for development of textiles, cattle and meat, rice, sugar, and manganese, but in all these cases outside assistance is required.

The European Development Fund has financed a recently-opened textile factory; a private French firm has opened a sugar processing factory (which will perhaps lead to actual production of sugar in Upper Volta); assistance from Nationalist China has given the country a good start in rice production; and several outside organizations have shown interest in helping in commercialization of cattle, among them the Common Market, French, and American aid organizations, as well as the World Bank.

As for the manganese, a high-quality find has been proved in the inaccessible northeast of the country. Although commercial firms, including an American company, are interested in exploiting the deposit, no one has yet been willing to finance the improvements in infrastructure that would make exploitation feasible. The Government, assisted by the United Nations Development Program, which financed the geological studies, hopes to build a railroad extension from its present terminus at Ouagadougou, some 350 kilometers to the manganese ore deposits, and further hopes that the railroad extension will serve as a catalyst for additional economic development in the cattle-raising northeast.

While holding to the principle of the balanced budget for four successive years, the Government has shifted the means of obtaining receipts in favor of greater taxes on transactions, on production, and on imports—and away from personal income taxes. In late 1969, wages were increased for all salaried workers, another effort to ease the financial burden on the consumer and wage earner, but placing a greater burden on the leading employer, the Government itself. Fifty-six per cent of the 1970 budget is earmarked for salaries, a substantial increase over previous years, and a dangerously high proportion, according to the Voltan Government's own Minister of Finance.

In 1968, the money supply and gold and foreign exchange holdings increased by 11.5% and 27%, respectively. This was an acceleration of a several years' trend, and is explained by capital inputs from bilateral and international aid organizations, as well as transfers of currency to Upper Volta by the hundreds of thousands of Voltan nationals working in the neighboring countries of Ghana and Ivory Coast.

While credit is generally available at reasonable rates for solid projects, there has been a trend in recent years away from the central bank (BCEAO) as a source of credit, and towards the commercial banks and the National Development Bank. In addition, there has been a trend toward long-term in preference to medium-term credit, in spite of higher interest rates. Altogether, between December 1965 and December 1968 domestic credit declined by about 19%. Most short-term credit is granted for commerce and for production of export crops.

Because small-scale entrepreneurs and artisans were generally unable to qualify for credit, the Government in 1969 announced the establishment of a Small Enterprise Guaranty Fund, the financing for which has come from the national budget and outside sources. The Government hopes this will encourage local entrepreneurs to go into business and encourage the development of a Voltan class of shopkeepers and small factory-owners able to challenge the Lebanese and French who presently dominate these areas.

The most significant event for the local currency in 1969 was the devaluation of the French franc, followed by a similar devaluation of the CFA franc. Although Voltan international commerce is primarily with other franc-zone countries, the Finance Minister of Upper Volta has estimated that the devaluation would cost his Government some $6 million in 1969, no small amount when the national budget is only $35 million. Conversion of the franc CFA into hard currency is controlled, but the permission required is generally granted without much difficulty to foreign businessmen. In other respects, too, the Government extends good terms to foreign investors.

South Africa in upsurge

Economic activity continues at high level, giving good prospects for expansion of U.S. exports

By BERNARD BLANKENHEIMER
Senior Commercial Officer,
American Consulate General, Johannesburg

Looking back at the remarkable upsurge that characterized the domestic economy in the decade just concluded, most South Africans have approached the new year and the onset of the 70's with unabashed optimism and high expectations.

To the average urban White dweller the signs of growth and prosperity are plainly evident in the full employment market and the demand for his services, in the plentiful supply and diversified array of imported goods in shop windows and in the changing silhouette of the city against the sky as new building and construction activity continues apace.

Also comforting to the average South African has been the plethora of year-end statistics and economic forecasts emanating from Government and some private organizations. Consumption and production levels in all sectors, with the possible exception of agriculture, were sharply up last year and the real growth rate of income during 1969 on the basis of latest estimates, appears to have met or even exceeded the 5.5% target in the Government's Economic Development Program. Little wonder that the well-regarded Bureau of Economic Research of the University of Stellenbosch, for example, terms 1969 as possibly "one of the best years in the postwar economic history of South Africa."

Yet, while South Africa gives a picture of a churning economy turning upwards, there is evidence also of some disquieting developments and trends which pose increasingly complex problems for private industrialists and Government planners.

Though spending both by consumers and by public authorities was sharply up in 1969, many observers are concerned that there has not been sufficient improvement in the rate of growth for gross fixed investment, particularly in fixed investment by the private sector. In other words, personal savings, as a means of financing gross domestic investment, appears to be lagging somewhat.

At any rate, it seems clear that the continued heavy spending by public and quasi-public authorities and corporations has led to a tight money market and an excess of demand for funds over supply. Planned infra-structural development projects will necessitate continued heavy reliance on public borrowings and it may be that to carry through such projects, greater efforts will be required to augment domestic borrowings with foreign loans in the future.

The Agreement reached between South Africa and the International Monetary Fund at the end of 1969 which permitted the sale of newly mined gold to the IMF under certain conditions, has served to remove the cloud of uncertainty hanging over gold production and sales in the sense that the industry now has a rough "floor" under the free market price at about $35 an ounce. However, the prospect over the next two decades of depletion of existing ore reserves means that gold inevitably will play a less important role in South Africa's economy. Consequently it is now widely recognized that production of base metals and minerals and manufactures will need to be augmented to take up the slack. This is easier said than done, for the expansion of productive facilities in South Africa, both in mining and in industry, are heavily contingent on (1) the availability of an adequate labor supply and (2) the more efficient utilization of such labor.

Manpower termed a key factor

The signs that this is increasingly recognized as a major problem confronting South Africa's economic development are legion. No less an authority than the Minister of Finance, Dr. Diederichs, in a speech before the South African Institute of Management at Pretoria on Nov. 15, 1969, termed manpower, along with water, as two critical resources requiring special attention if South Africa is to maintain its planned yearly growth rate. Dr. Diederichs called on industry to undertake greater efforts at training and educating the country's skilled and unskilled manpower.

Automation is looked upon by some authorities as the logical answer to the manpower shortage. Indeed, capital intensive installations do play important roles in planned industrial development projects in such industries or activities as petrochemicals, iron and steel, telecommunications and motor vehicle assembly; however, to many industrial activities in South Africa, the market is still judged too small to justify the capital outlay that would be required for automation.

On a broader plane, the manpower problem and the long term outlook for gold have a direct bearing on the outlook for South African exports and the balance of payments. Both Government and private circles are in agreement that South Africa must increase the efficiency and capacity of exporting industries to earn more foreign exchange.

Year end trade data disclosing a South African trade deficit of R608.5 million (one South African Rand=U.S. $1.40) in 1969 also have served to spotlight public attention on the country's foreign trade problems. There is no question that foreign trade is of critical importance to South Africa's growth and prosperity. About 25% of all domestic expenditure is on imports; similarly, exports of goods and services, estimated in terms of constant prices, account for about 30% of the gross domestic product of the country.

While merchandise exports of all manufactured items have increased in importance and make up now over 30% of the total value of exports, the bulk of the country's exports continue to be raw and semi-processed products of the mining and agricultural sectors.

Whatever the prospects for expanding South Africa's exports, a higher level of imports in 1970 is again foreseen simply because of expanded demand. Current Government policy, in fact, is not discouraging a continued high level of imports since such purchases are deemed necessary to maintain economic growth yet, also, to act as an inflationary depressant by sopping up excess domestic liquidity.

Though the Government may be expected to place increasing reliance on selected tariff protection for domestic industry, the Government also has gone on record as aiming toward eventual elimination of quantitative import restrictions. However, additional import control relaxations have not been announced for 1970 and import exchange quotas will generally be held at the 1969 level. The regulations apply to all countries.

Accepting this economic prognosis, in the next several years South Africa should present American exporters with enlarged opportunities both for sales of products already distributed within South Africa, as well as for the introduction of new lines not yet marketed in this country.

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Sales and business statistics indicate the affluence of the South African consumer and his appetite for an increasingly diversified range of products. The consumer referred to here is mainly the white population of 3,800,000 which still accounts for 80% of the GDP of the country. However, there is some evidence that the consumption of the 15 million non-whites is also increasing as money incomes rise.

The care and feeding of motor vehicles is big business in South Africa. In 1969, a record number of 177,945 new passenger cars were sold having a market value of about R350 million. This is over 17% higher than the comparable sales figure for 1968. Sales of commercial vehicles also set a record with 78,351 units sold, as compared to 60,245 in 1968.

South Africans are spending more on travel than ever before, making approximately 500,000 vacation trips a year, of which roughly one-third are to overseas destinations.

This holiday traffic is creating a boom in the hotel, liquor and catering industries and in property development in resort coastal cities, especially on the Indian Ocean near Durban.

Government and quasi-Government bodies operate the major civilian airline, harbors, railways, posts and telecommunications facilities. Their capital expenditures program emphasizes infra-structural development on a massive scale.

The Electricity Supply Commission's expansion program envisages an outlay of some R2 billion over the next few years on new power stations. This includes some R500 million on two thermal stations in the Eastern Transvaal.

The South African Railways and Harbours Administration has already initiated work on its giant R100 million deep water harbor project at Richards Bay in Natal. Reportedly, improvements at other South African ports currently in process are worth about R150 million, and railway equipment of that amount is also on order, mainly new rolling stock being produced locally which, however, will involve some imported equipment components.

Water, a scarce resource is also receiving high priority in Government capital improvement programs, which some writers estimate will entail expenditures of over R250 million during the next 5 years.

A massive dam, power and irrigation plan rivaling the Tennessee Valley Authority in scale and concept, is South Africa's Orange River Project which will take several decades to bring to fruition at a cost estimated at over R450 million. One important milestone next year will be the commissioning of the Project's R60 million Hendrik Verwoerd Dam which has been in construction since 1966. Work will then proceed in consecutive phases to another 11 dams, 22 hydro-electric power stations and literally thousands of miles of concrete-lined irrigation canals.

The Department of Posts and Telegraphs likewise is in the midst of a big expansion program to modernize and expand its already extensive network.

According to Dr. C. F. Boyce, President of the South African Institute of Electrical Engineers, South Africa's telecommunications network now ranks 21st in the world with assets worth some R340 million. He notes there are now 1.4 million telephones connected to the network and 77% are connected to automatic exchanges, but by the turn of the century there will be in South Africa at least 5 million telephones and 25,000 teleprinters connected to 20 million miles of telephone and telegraph circuits. Over the next 10 years alone, if the Department is able to fund and complete its staged modernization and expansion, some R750 million in expenditures will be involved.

Adding to pressure on telecommunication facilities is the rapid growth of computer installations and sales in South Africa. As of early 1969, there were reliably estimated to be some 3,000 miles of digital data transmission lines, serving about 130 electronic data terminals operating at speeds varying from 50 to 1,200 bits a second. One writer estimates a 25% annual growth rate for South Africa in electronic data and processing equipment which he compares to a current growth rate of 15% in the United States. At present there are said to be 350 computer installations in South Africa with a value of R80 million. In five years time it is estimated the total investment may reach as high as R350 million.

International Business Machines, International Computers Ltd., Burroughs, National Cash Register, Control Data Corp., Honeywell and General Electric (the latter two companies entered the market in 1969) are all active in this vast growing field in South Africa.

Market for farm supplies

In agricultural and pastoral activities, modernization and improvements programs are less dramatic but the sector is nonetheless important for overseas suppliers of plant and equipment.

It is estimated that South Africa's 93,000 farmers (who produce an annual agricultural yield worth R900 million) spend close to R500 million each year for all their requirements, including seeds, animal feeds, veterinary and pest control supplies and agricultural machinery and equipment.

The latter category in 1969 was worth R100 million and included tractors, trucks, plows, seed drills, planters, cultivators, harrows, combines, hayrakes, silage cutters, hammer mills and sorters, pumping equipment and spare parts.

Of expenditures on capital equipment, aside from spare parts which is by far the highest category, about 22% is on tractors, 17% on trucks, and 15% goes for various farm implements. Some 30 companies produce locally many of these items, but the market continues to expand beyond local production capacity. Indicative of the growth of agricultural expenditures is that the R57 million spent on livestock feeds in 1969, equivalent to 1.1 million

POWER IS FED from the Komati Station, above, into the grid that supplies consumers in the Transvaal and Orange Free State. Several new power stations are planned over the next few years. (World Bank)

WORK HAS BEEN INITIATED on a giant deep water harbor project at Richards Bay in Natal, and improvements are under way at other ports. Shown is Table Bay Harbor, Cape Town. (World Bank)

tons, was about double the amount expended 6 years ago.

Tractors are still not produced locally in South Africa and in 1968 over 16,200 imported units were sold by Massey-Ferguson, Ford, Fiat, International Harvester, John Deere and others in the industry. At least one company, however, is seriously considering manufacturing.

Mining to diversify

In the field of mining, now that the market for premium free gold sales appears to have fallen away, South African mining interests are taking a harder look at exploration and development of other metals and minerals. In a recent public speech, Mr. R. S. Cooke, President of the South African Chamber of Mines notes that though gold production should remain steady for the next few years at about 31 million ounces per year before declining, the mining houses now are intensifying their efforts to expand in other directions. He mentioned in particular South Africa's underdeveloped resources of chromium, platinum, asbestos, manganese and vanadium, for which prospects look good.

During 1969 in fact, a number of multi-million rand projects were in varying stages: a vast copper sulphide body was uncovered by Anglo-Vaal in the Prieska area and the Rustenburg Platinum Co. announced a R41 million expansion program to substantially increase estimated present annual output of 1.2 million ounces. The Iron and Steel Corp. of South Africa (ISCOR) also has ambitious plans to expand its iron ore production both from established as well as newly uncovered deposits. One major ISCOR project, linked to large-scale iron ore exportation plans to Japan, is at Sishen in the Northern Cape area of the country.

Production capacity within manufacturing industry is also undergoing significant expansion. This is being accompanied by a boom in building and construction activities; it has been estimated that about R1.5 billion has been invested in property development over the past 6 years and demand continues upwards for both residential housing, commercial and office space. In urban centers, there has been a trend towards high-rise residential apartments and suburban shopping center developments; featured in some of this new construction are facilities heretofore little utilized, such as central heating and/or air conditioning. Air conditioning, in particular, is regarded as having good growth potential, especially in the warmer and more humid coastal areas of South Africa.

In basic heavy industry, production seems poised on the threshold of a new diversification and forward effort.

The Iron and Steel Corp. of South Africa (ISCOR) has launched an expansion program aiming at a doubling of output to some 8 million ingot tons by 1970. A major element in this program is ISCOR's third steel plant—to be built at Newcastle, Natal Province, with an official capacity of 400,000 tons per year rising to 2.3 million tons by 1980; by 1973 this plant will be in production, employing over 20,000 non-whites, and 4,000 whites. In addition ISCOR comtemplates a R300 million expansion program in its Vanderbijlpark and Pretoria works. Reference has already been made to ISCOR's program to expand iron ore output, on which another R80 million will be expended.

Private enterprise also is coming in importantly in steel production with the coming on-stream in 1969 of the Anglo American Corporation's Highveld steel plant. This involved an estimated outlay of R170 million; and already, there is talk of expansion of the existing facility, which currently has a planned production of iron and steel and vanadium slag totaling some 480,000 tons.

In the chemicals field important progress is being made in several directions. About R1 billion is estimated to have been invested in the chemical industry to date in South Africa and annual production is now valued in the order of R500 million. The industry, which originally began with the manufacture of explosives for the gold mining industry, dates back to the turn of the century; it has had an especially rapid growth in the past decade with the availability of so-called basic "feedstock" from the R178 million Sasol oil-from-coal complex at Sasolburg.

This city, springing up from the bare veld in 16 years time, now has a population of nearly 30,000, with present and planned investment (both by Sasol and a number of private companies which have been attracted there) approaching R400 million. Aside from synthetic petroleum, a variety of ancillary products, including fertilizers, synthetic rubber and plastics are turned out at Sasolburg.

Fourth refinery under way

Major new undertakings at Sasolburg include a R60 million natural crude oil refinery jointly owned by Sasol (52½%), the National Iranian Oil Company (17%) and Total (30%). The new refinery, called The National Petroleum Refiners of South Africa (NATREF), is now being constructed under contract by Fluor Netherlands N.V. (a subsidiary of the U.S. chemical engineering firm). It will process 2.5 million tons of heavy crude a year and will have two hydro-cracking plants producing petroleum, liquid petroleum, gas, kerosene, diesel oil, light fuel oil, bitumin and jet fuel. With NATREF, South Africa will have four crude oil refineries with a total capacity of 250,000 barrels a day (other refineries are the Shell-B.P. and Mobil refineries at Durban and the Caltex refinery at Milnerton near Cape Town; expansion programs, estimated worth about

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R40 million, are also being undertaken by these refineries).

To keep pace with the increased volume of crude oil imports, the major refineries at Durban are building offshore a new R7 million single buoy mooring marine terminal which will be able to accommodate oil tankers of up to 200,000 tons.

The motor vehicle industry is also engaged in a major expansion program which will entail some R400 million in expenditures by the major assemblers and component manufacturers over the next 5 years. This effort is largely to comply with Phase 3 of the Government's local content program which calls for 65% of a car to be made locally. Among companies which already have expansion programs in process are Leyland, Volkswagen, Chrysler and Toyota.

Likewise, in the rubber tire industry, expansion or modernization programs in the order of R70 million are being undertaken by Dunlop, Firestone and General Tire Co.

Activity will expand demand

This increased activity in the industrial sector will create expanded demand for an increasing variety of imported goods and services for which keen competition among the overseas suppliers is to be expected.

With global imports estimated to run to about R2.2 billion in 1970, the South African market is being more aggressively eyed by the various overseas supplying companies. No less than 23 trade missions visited South Africa in 1969, more than half coming from the United Kingdom, with others from such diverse countries as Australia, Finland, Austria, Brazil, West Germany and Japan.

The keener competition among supplying countries is reflected in the changing geographical distribution of South Africa's foreign trade.

As compared to the previous year, 1969 imports from Europe increased by 11%, from Asia by 28% and from Oceania by 38%.

The percentage rise from Asia and Oceania mainly reflects inroads made in this market by Japan and Australia.

Full statistics for South African imports by country in 1969 are not yet available but a comparison between 1958 and 1968 data makes it evident that a number of formerly minor suppliers have substantially increased their share of the South African market. These include notably France, Italy, Japan and West Germany. The United Kingdom remains South Africa's leading source of imports but Britain's share of the market has been reduced to about 24% of total South African imports. The United States has maintained its second supplier position with over 17.5% of the market. Germany now accounts for about 13% of the market and Japan, Italy, France and Canada follow in that order. South African imports from the United States for the first 11 months of 1969 (South African rands 333,571,428) were already higher than South African imports from the United States for all of 1968 (South African rands 332,142,857).

Aggressive sales techniques by U.S. firms to seek local agents and/or distributors should pay off—especially in connection with new product lines. In particular, U.S. firms should give more attention to participation in the specialized industrial exhibitions regularly held in Johannesburg and elsewhere in South Africa. Such private industrial exhibitions are becoming extremely important as a sales promotional media and are judged especially promising for products not heretofore distributed in this market.

American goods are held in high esteem but marketing techniques cannot depend on brand names alone. There is, of course, no substitute for direct personal contact with South African firms, and more frequent sales trips by representatives of U.S. manufacturers and exporters are to be encouraged.

Guide to priorities for Algeria outlined in development plan

The new Algerian Development Plan for 1970-1973, a guide to the priority interests of the Algerian Government over the next four years, provides a guide to areas of investment and sales by the American business community. Despite the absence of U.S. diplomatic relations with Algeria, commercial opportunities for American firms exist. American technology and quality products are finding markets among Algerians.

The new Plan, an elaboration of the pre-plan of 1967-69, focuses on the achievement of three principal goals: general public education by 1977, self-sufficiency in foodstuffs by 1980, and developed country status by 1990. To achieve these aims despite the estimated 3.2-3.8% annual growth in population will require an austerity program as well as an extensive increase in foreign technological involvement in Algeria.

The development strategy outlined by the Plan includes increased emphasis on education in order to supply the trained manpower necessary in an advanced economy and an agricultural revolution centering on more intensive production and improved irrigation facilities. Such emphasis will lead to an enlarged market for educational supplies; construction equipment; agricultural machinery such as harvesters, combines, and plows; feed grains; and equipment for production of fertilizers and irrigation systems.

Heavy industrialization, particularly in petroleum, steel, and mechanical construction is also planned. The creation of an improved industrial infrastructure is especially important as a means of expanding the number of job opportunities available to those leaving the increasingly productive agricultural sector. Development of Algerian industrial capacity will stimulate local demand for construction, earth moving, and transportation equipment, electronic components, and management consultation services.

Revenues fall short

Currently, revenues from the petroleum sector are not sufficient to finance an extended period of extensive economic development. Half of current petroleum sector earnings are being channeled into the search for more oil and exploration activities will provide increased opportunities for sales of high-quality American oil exploration and oil processing equipment.

In addition to petroleum, development of liquefied natural gas is being encouraged. Natural resource development will require expanded imports of petrochemical and geophysical machinery, materials, and accessories and may provide possibilities for joint ventures in the natural gas field.

The Plan envisions a total investment over the 4 year period of $5.4 billion designed to foster a 9% annual overall growth rate for the Algerian economy and an increase in Gross Domestic Product from the present figure of $3.2 billion to $4.5 billion by 1973. Forty-five percent of the planned total investment, or $2.4 billion, will go to the industrial sector, with $900 million of this to be absorbed by the petroleum industry alone. The agricultural sector, which now employs 75% of the population, will receive only $800 million, or 15% of the total investment envisioned, as efforts are made to increase agricultural productivity and decrease agricultural employment.

Domestic sources, including revenue from petroleum, profits of state enterprises and taxes on state and private companies are expected to provide 75% of the financing of the Plan, with the remainder derived from foreign sources.

Puerto Rico to send another trade mission abroad this week

Surpassing record it has set, Commonwealth hits peak of nine

Puerto Rico will be topping its own record on Apr. 14 when it sends off another U.S. Government-approved trade mission to promote the Commonwealth's products abroad.

More than a dozen States, and several trade and industry associations, have sponsored repeat groups under the Commerce Department's industry-organized Government-approved trade missions program; but none have sent more than five. The current mission will be Puerto Rico's ninth.

Spending its entire time in Venezuela, the group will visit Caracas and Maracaibo, returning Apr. 22.

Reciprocal venture

The business trip was developed as a reciprocal venture, following a trade mission that visited Puerto Rico from Venezuela last year.

Two Commonwealth officials, Secretary of Commerce Milton Zapata and Assistant Secretary Gerald Santerre, will accompany the mission. A member of the Industrial, Planification, and Commerce Committee of the House of Representatives also may participate—to promote tourism.

The Commonwealth's Department of Commerce, under the direction of Santerre, put the mission together. Santerre is enthusiastic about its potential.

The 11 business members, their companies, and the products they represent, are:

Martin Blair, Integrated Industries, Mayaquez, animal feeds in liquid concentrate form; C.A. Houston, Southern Cross Engineering & Foundry Corp., Pone, sugar mill machinery and parts; Vicente Rios, Condimix Corp., Arecito, condiment; William Vargas, Sta Rite Export Corp., Caparra Heights Station, water pumps, filters, dairy equipment; Roger Carnero, Puerto Rico Yachts and Boats, San Juan, outboard boats, inboard/outdrive boats; Luis Martinez Carrera, Martinez Carrera & Co., Caparra Hills, pharmaceuticals;

Eleuterio Matos, Fuller Adhesives Overseas, Inc., Bayamon, industrial adhesives, solvent cement, epoxies; John Padilla, Laboratories Terrier, Inc., Hato Rey, oxygen kits for emergencies; Filipe Rivera, Maquinaria Calftalera, Inc., Bayamon, coffee machinery; Jaime Vazquez, Zinsco Electric Products, Carolina, circuit breakers and load centers, panelboards; Benigno Rivera, Electrophonics, Inc., San Juan, sound transducers.

Earlier missions from Puerto Rico have visited Central America, the Caribbean area, Dominican Republic, Spain, Colombia, Surinam, Guyana, and Canada. Planning for additional missions is continuing, Commonwealth officials say.

Greeks build new movie theaters but attendance is down

A total of 31 new indoor movie theaters were opened in the Athens area and 14 in Thessaloniki during the 1968-69 season. Nearly all of these theaters are located in suburban residential areas and 12 of them operate as first-run houses. As of June 30, 1969 there were 1,034 motion picture theaters in Greece with a total seating capacity of 546,288.

New feature film releases in Athens, where as a rule all first-run showings are held, totaled 718 in 1968-69, a slight increase from the 705 released in 1967-68. Of the 1968-69 total, a total of 316 (44%) were United States films, 103 were Greek, 138 Italian, 65 French, 52 British, 13 German, 5 Russian and 26 came from other countries.

First-run releases in Athens during the 1968-69 theater year attracted 11.58 million admissions, a decline of about 1.3%. The drop in attendance probably reflects the growing competition from television. Regularly-scheduled television was inaugurated in Greece in 1966. Distribution of U.S. films remained practically unchanged in both the number of films rereleased and volume of paid admissions. U.S. film companies received royalties of more than $1.2 million in 1968-69 from the exhibition of American films in Greece.

Greek feature films produced in 1968-69 totaled 103, about the same number as in 1967-68. Of these, 21 accounted for about two-thirds of the business done by Greek films in Athens. About 20 foreign feature films were produced in Greece, of which nine were produced by United States film companies.

Markets in Morocco to be explored by mission in May

Engineering and construction firms to be among participants

A trade and investment mission being organized by the American Arab Association for Commerce and Industry will depart next month for Morocco.

Scheduled to leave on May 17, the mission will spend a week promoting the sale of U.S. products and services and investigating investment opportunities in Rabat, Casablanca, and possibly Tangier. The group will be comprised of representatives of U.S. companies—including consulting, engineering and construction firms, and financial institutions.

The group, which will be briefed in Washington on May 13 by Commerce and other Government officials, has applied for approval by the Commerce Department under its industry-organized Government-approved missions program.

Firms interested in participating are invited to **write:** American Arab Association for Commerce and Industry, Suite 1701, 505 Fifth Ave., New York, N.Y. 10017; or telephone 212-986-7229.

An earlier IOGA mission sponsored by the Association went to Bahrain, Qatar, Abu Dhabi, and Dubai last fall. Members estimated that 12-month sales resulting from the trip would reach some $774,000.

Credit will help small Brazil firms buy U.S. goods

The Export-Import Bank of the United States has announced the authorization of five relending credits totaling $14.5 million to five banks in Brazil: $5 million to Banco de Investimento do Brasil, S. A.; $5 million to Banco Crefisul de Investimento S. A.; $2 million to Banco Federal Itau de Investimento S. A.; $1.5 million to Banco Nacional do Desenvolvimento Economico; and $1 million to Banco de Investimento e Desenvolvimento Industrial S. A.

Each of the credits is intended to be relent by the borrowing banks to small and medium-sized industries in varying amounts for the purchase of selected categories of U.S. machinery and equipment.

All of the relending credits are to be repaid in ten semiannual installments beginning in November 1971.

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Growing German interest in oceanology boosts U.S. prospects for autumn exhibition

Congress, trade fair on marine research and exploitation to include American exhibit; Government, private industries potential customers

Increased German interest and activity in utilizing the food and mineral resources of the oceans and in coastal area research, engineering, and pollution control are enlarging sales opportunities for oceanological equipment.

To help American manufacturers capture a bigger share of this growing market, the U.S. Department of Commerce will sponsor an exhibit at Interocean '70, an International Congress and Exhibition for Marine Research and Marine Exploitation to be held in Duesseldorf, Nov. 10-15. The event is expected to attract buyers from many European countries.

Between 1969-73, at least $115 million is expected to be spent in the oceanological field by the German Federal Government, the governments of the four northern coastal states (Bremen, Hamburg, Schleswig-Holstein and Lower Saxony) and the German Research Association.

In addition, considerable outlays will probably be made by private sources; German business has important oceanological interests as evidenced by the fact that the value of fish landed approaches the $100 million level annually and total value of fish turnover exceeds $500 million.

Market research conducted by the Commerce Department's Bureau of International Commerce indicates modular construction rates as a high factor in German equipment purchase decisions. The research disclosed American products have a good reputation in this area because of their reputation for combining basic scientific principles with advanced electronics developments.

Studies also disclosed that German buyers have great interest in underwater topographical survey equipment; sonar, navigation, mapping, surveying and exploration systems; satellite type navigation systems; improved underwater communications systems; sensor scanning systems; pingers; power packages; multi-track tape recorders; components for deepwater applications such as switches, solenoids, electric and electronic fittings; and transducers.

Good marketing prospects are also seen for acoustic and vibration analyzers, acoustic controls, amplifiers, deepwater photographic equipment with advanced underwater lighting, thrusters, transceivers, and transponders.

The studies also report favorable German attitudes toward American-made complex buoys and navigation systems and other advanced instrumentation.

In addition the market research recommends both habitats and submersibles equipment to be displayed. While Germany has shown little interest in research submersibles as part of its own program, the report points out, other sectors of the audience at Interocean '70 may be in the market for them.

U.S. manufacturers participating in the U.S. exhibition at Interocean '70 will benefit from a broad Commerce market development program aimed at attracting potential customers from Germany and other maritime nations.

The international congress, which will feature experts from several nations, will cover the following topics: utilization of food resources from the ocean; utilizing mineral resources of the seas and ocean floor; keeping the ocean clean; applications of marine research to shipping and naval architecture; and coastal engineering and safeguards of coastal waterways. The congress will be concurrent with Interocean '70.

American oceanographic equipment makers have recorded great success from participating in Commerce Department exhibitions in recent years. Thirty-five exhibitors at an oceanology exhibit in the U.S. Trade Center in Frankfurt in November 1966 reported sharing in almost $2 million in new business in the year following the show.

Thirty-six exhibitors showing equipment at Oceanology International '69 in Brighton, England, during February 1969, reported floor sales of over $1 million and estimated first year sales at $18 million.

U.S. manufacturers interested in the Commerce Department exhibition in Duesseldorf may obtain an Exhibitors Export Market Guide, IMIS 70-17, and further market information from Andre Williams, U.S. Department of Commerce BIC-938, Washington, D.C. 20230 (202-967-2425) or from any of the Department's 42 Field Offices.

Summer building show planned in Johannesburg

Milner Park in Johannesburg will be the site of the Second South African International Building Exhibition, Aug. 5-13.

The show, open to U.S. companies, was first held in 1968 when a technical audience of 16,700 attended.

In addition to a series of conferences scheduled, a wide variety of goods will be shown: building materials; contractors' plant and building machinery; concretes; timber; hardware, fittings and metal accessories; heating, cooling and air conditioning equipment; ceramics and sanitary ware; plastic products; decorative finishes; kitchens and built-in furniture; instruments and laboratory equipment; woodworking machinery; and industry and association information.

Write: Building Trade Exhibition, South Africa Pty. Ltd., P.O. Box 7870, Johannesburg, South Africa.

Luanda schedules fair for industrial equipment

The Luanda International fair, an industrial exhibition, will be held Oct. 5-20 at the Luanda, Angola fair grounds. The event is sponsored by the Industrial Association of Angola.

From Dec. 6-21, 1969, between 70-90,000 visitors attended the last Angola exhibition which featured 357 firms. Exhibits of consumer and producers' goods were shown in two pavilions while transportation and construction machinery and equipment was displayed outside.

American firms interested in the Angola fair should apply before Aug. 15 to: Industrial Association of Angola, P.O. Box 999, Luanda, Angola.

Office equipment exhibit open for U.S. participation

American manufacturers and suppliers of modern office equipment are invited to mount displays in the next Office Equipment Exhibit scheduled for Frankfurt, Oct. 20-23.

For information on entering this event, last staged in 1968, write: Messe- und Ausstellungs GmbH, Frankfurt/Main 7, Postfach.

INTERNATIONAL EXHIBITIONS often attract private U.S. groups. Foreign trade specialist John H. Bauchens, left, with the Office of Foreign Trade, Washington State Department of Commerce and Economic Development, and a receptionist at the Washington State exhibit of the 12th Vacation Fair in Brussels greet a potential customer at the display. Participation of 22 Washington State firms in the Feb. 28-Mar. 8 show was organized by the Washington State Trade Fair in cooperarion with the Office of Foreign Trade.

Coin machine show set for September in Berlin

Coin machines will be featured in an exhibition Sept. 1-4 in Berlin, which is open for participation by American and non-German manufacturers and suppliers.

The first international coin machine exhibition, staged in conjunction with the Congress on Coin Machines, Sept. 16-19, 1969, included 45 firms, mostly wholesale dealers, exhibiting several manufacturers from six nations. Eleven U.S. firms were represented in the event.

Among the products for display, models of coin machines for entertainment including slot machines, juke boxes, miniature bowling alleys and amusement arcade machines were most prevalent. Vending machines, soft-ice machines, specialized tools and electronic components were also displayed.

Further data is available from the German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y.

Australia to host July apparel and textile events

APTEX '70, an international apparel and textile exhibition incorporating the Second National Apparel Industries Congress and the Apparel Retailers Management Symposium will be held July 19-23 in Sydney under the auspices of the Australian Apparel and Textile Industry.

The exhibition, one of the first of its kind in Australia, will include displays of fibers, fabrics and clothing, and services and products for the industry.

Marketing and management issues will be discussed at the congress, while the symposium will offer a study of retail management. After APTEX '70, study groups will present their findings on problems of the industry.

The exhibition, congress and symposium are organized by: Change and Challenge Promotions Pty. Ltd., P.O. Box 32, Toorak, Vic. 3142.

Food, related industries exhibition in London open for American participation

FOODPACK '71, the Seventh International Exhibition for the Food and Allied Industries, will occur Mar. 2-5, 1971, in the Alexandra Palace in London.

First staged in 1958, this biennial event will be one of the largest of its kind mounted in Britain.

Manufacturers in Europe and North America may display the following products: flavorings, ingredients, essences; processing machinery and equipment; filling and forming machinery; packaging machinery; packaging materials and packs; handling and storage equipment. Mobile machinery used by food and produce concerns will also be exhibited.

Conferences have been slated by the British Food Manufacturing Industries Research Association for the March event.

For participation information, contact the exhibition's organizer: BPS Exhibitions Ltd., 6 London St., London W2.

July deadline announced for INTERCLEAN '70 scheduled in Amsterdam

An international trade fair for industrial maintenance, cleaning and applied hygienics, INTERCLEAN '70, is planned for Nov. 23-26 in Amsterdam's RAI Building. Concurrent with the exhibition will be a symposium.

Participation is open to both direct exhibiting or European agents. The product categories will include floor maintenance chemicals, covering and equipment and window cleaning equipment.

The Nov. 24-27, 1969, INTERCLEAN featured six topics at its symposium, sponsored by the Institute for Professional Cleaning and Maintenance. Eleven U.S. firms were among the 72 exhibitors: three participated directly, six through agents and two through wholly-owned subsidiaries. Approximately 95% of the 3,400 visitors were trade representatives.

The application deadline is July 1970. For additional data, write the fair organizer: R.A.I. Gebouw N.V., 8 Europaplein, Amsterdam, or the Institute for Professional Cleaning and Maintenance, 420 Singel, Amsterdam.

Autumn hospital exhibition to be staged in Sydney

Sophisticated diagnostic and electronic medical equipment may find good markets during the Australian Hospital Association's HOSPEX '70, a hospital equipment exhibition scheduled for Sydney, Sept. 28-Oct. 2.

In conjunction with the show, the International Hospital Congress in Sydney will be held.

Participation is open for both direct exhibiting or through South Pacific representatives. Contact: Industrial and Trade Fairs Pty. Ltd., P.O. Box 428, North Sydney 2060.

XUM

Sales of $6.2 million projected after Paris Trade Center show

Printing, bookbinding companies draw 2,111 visitors to March event

Thirty American printing and bookbinding companies participated in an exhibition at the U.S. Trade Center in Paris which resulted in more than $6.2 million in projected first year sales and $760,566 in floor orders. The show attracted 2,111 visitors from 18 nations.

Eleven of the exhibitors at the Mar. 17-21 promotion were seeking agents and distributors: two in France, and nine in Europe and Israel. During the show, four representatives were appointed, including one in France. Negotiations with 33 other candidates were underway as the show closed.

Displaying the Justotext 70 phototypesetter, Singer's Friden Division of Rochester, N.Y. was one of the show's leading sales makers. Twelve month sales of $660,000 are anticipated and $115,000 in orders were written at the event.

Sales makers

Writing $150,000 in floor sales was Fairchild Graphic Equipment of Plainview, N.Y. The firm also estimates additional orders of the next 12 months to total $500,000. Fairchild used the Paris show to unveil their new electro-set printing machine, and to exhibit the Fairchild comp/set 330-I computer for the first time in Europe.

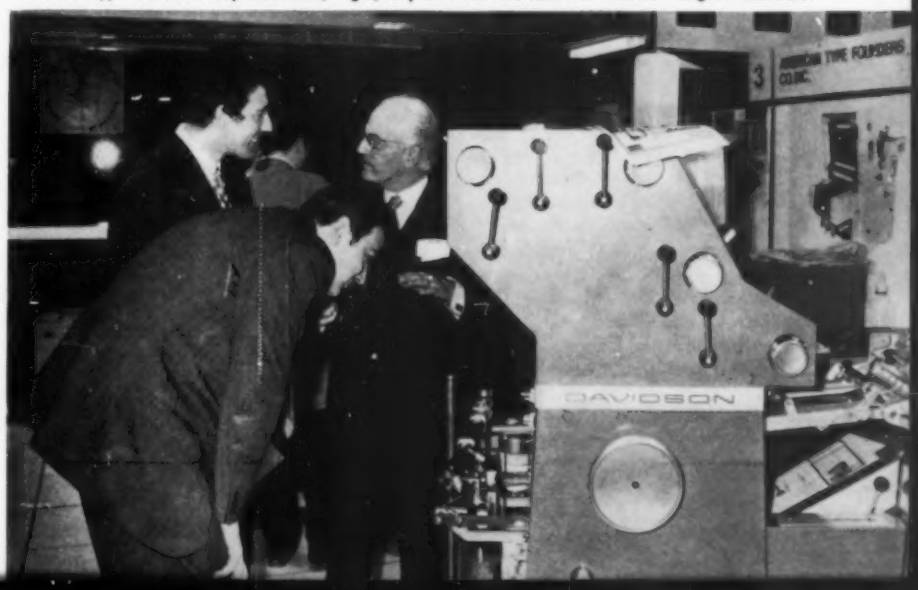
Projections of $350,000 were reported by two companies, E. I. DuPont De Nemours Co., Inc., Wilmington, Del., and Mergenthaler Linotype Co., Plainview. DuPont displayed bookbinding resins and offset plates, while Mergenthaler showed its Linofilm.

Exhibitors at the Paris show included: A. C. P. Inc., Hicksville, N.Y., representing Anchor Chemical Co. of Hicksville; Addressograph Multigraph Corp., Cleveland; American Type Founders, Co., Inc., Nashville, Tenn.; Brandtjen & Kluge, Inc., St. Paul; B. H. Bunn Co., Alsip, Ill.; Cameron Machine Co., Dover, N.J.; Daige Products, Inc., New Hyde Park, N.Y.; A. B. Dick Co., Chicago; Didde-Glaser, Inc., Emporia, Kan.; Direct Image Corp., Monterey Park, Calif.; Eastman Kodak Co., Rochester, N.Y.; G.A.F. Corp., New York; General Binding Corp., Northbrook, Ill.; Harris-Seybold Co., International Dept., Cleveland.

Intercontinental Greetings Ltd., Long Island City, N.Y.; International Photon Corp., Wilmington, Mass.; Itek Business Products International, Rochester N.Y.; Ludlow Typograph Co., Chicago; M.G.D. Graphic Systems, North American Rockwell, Chicago; McCain Manufacturing Corp., Chicago; Pako Corp., Minneapolis; Plastic Coatings Corp., subsidiary of Scott Paper Co., Holyoke, Mass.; Polychrome Corp., Yonkers, N.Y.; Printing Machinery Co., Cincinnati; Sumner Williams, Inc., East Boston; T-51 Sales Eastern, Inc., New York, representing Townsend Industries, Inc., Altoona, Iowa and Rolcor Products, Inc., New York.

MAKING OFFSET PLATES for visitors to the Paris-U.S. Trade Center exhibition of printing and bookbinding equipment is the French representative of Polychrome Corp. Both offset plates and chemicals were displayed by the New York manufacturer. Below, Pako Corp. official discusses the Pakorol CTX with a customer.

PEERING INTO A DAVIDSON PERFECTOR is an Italian representative of Baglini & Co. of Milan. The American Type Founders representative, right, explains the Davidson to another Baglini associate.



EXHIBITION BRIEFS *WORLDWIDE*

COLOGNE HOUSEWARES & HARDWARE FAIR. Cologne. Feb. 15-18. More than 200 American trade visitors attended this German fair, viewing booths of 2,170 manufacturers and exporters. The number of direct exhibitors totaled 1,804, including seven U.S. firms, while the number of represented companies was 366, with a total of 49 American firms included. Attendance at the show hit 55,200 visitors from 62 nations. The variety of goods on display in 14 exhibit halls ranged from electric appliances, utensils, and plastic goods to china objects and gardening tools. In most categories, orders were reported concentrated on articles in the middle and upper price brackets. U.S. exhibitors noted success with items such as mini door locks. Dates for the next show are not available.

HOTELYMPIA '70. London. Jan. 6-15. This international hotel and catering show is reportedly one of the largest of its kind ever held. Promoted by the journal "Caterer & Hotelkeeper", the show attracts more than 1,500 British and overseas manufacturers exhibiting in 300 stands and showing over a quarter million products ranging from the latest in cooking and food service installations, foodstuffs, furnishings and fabrics to bar equipment, uniforms, carpets and crockery. New developments in convenience foods and new equipment for storing and reheating, plus modular units were prominently displayed. An exhibit of 31 American companies under the sponsorship of the U.S. Department of Agriculture also took part showing products new-to-the-market. Dates for the next show are not available.

BUERO '70. Hamburg. Oct. 5-8. A North German exhibition of office furniture and equipment was staged at the Hamburg Exhibition Grounds and drew more than 17,800 registered fair visitors. The last such exhibition was mounted in 1961. Office equipment, computers, inter-office communications systems and related products were displayed by 142 German firms. The U.S. and Japan were represented primarily by data processing equipment manufacturers. In general, a demand existed for small computers, with electric typewriters and medium to large size data processing systems also finding customers. Seminars on modern office organization and techniques were conducted. Dates for the next show are not available.

Electronic components, production devices to be shown in ELECTRONICA '70 in Munich

About 40 firms may participate in Commerce-sponsored exhibition; exports of U.S. electronic components to Germany rose 50% in 1969

To help U.S. firms reach foreign buyers in markets with strong import demand, the U.S. Department of Commerce will mount an exhibition of electronic components and production equipment next fall in one of Europe's most important international trade fairs for the electronics industry.

The event, ELECTRONICA, '70, will be staged Nov. 5-11 in Munich, Federal Republic of Germany. About 40 American manufacturers are expected to team with the Department's Bureau of International Commerce in staging the U.S. exhibition in this biennial fair.

Focus for the U.S. show is Germany's heavy demand for active electronic components and production equipment. German manufacturers are expanding production facilities, but needs for high-precision electronic components and equipment far exceed supply. Increased wage and production costs, coupled with a severe labor shortage, have helped build extensive order backlogs, and deliveries are being delayed six months or more.

Forty-seven American manufacturers took part in ELECTRONICA '68. They compiled $4.8 million worth of new business in a year as a direct result of the show and signed 14 agents to handle their products on a long-term basis.

Commerce market studies pinpoint the following product categories that are expected to generate substantial sales at tubes, resistors, capacitors, microwave co ELECTRONICA '70: Semiconductors, tubes, resistors, capacitors, microwave components, optoelectronic components, inductances and magnetic components, relays, switches, connectors, delay lines, transducers, and modules and multicomponent packages.

Germany is one of the economic giants of the world. It ranks second in the world in volume of foreign trade, and its electronics industry is Europe's largest.

German imports of electronic components from U.S. companies in 1969 were about 50% higher than in 1968. Equally impressive gains are expected this year as electronic components find new uses in such fields as aerospace, communications, business, education and home entertainment, especially color television and phonograph equipment.

Ownership of television sets in Germany tripled in the 1960's to a total of about 15 million. The 1972 International Olympic Games at Munich are expected to bring the number to about 21 million, or one for each household.

The automotive industry is expected soon to become one of the more promising outlets for electronic components. Only a portion of the 3.5 million cars produced in 1969 were equipped with electronic fuel injection and other electronic gear, but the industry reportedly anticipates that by 1974 about $25 worth of components will be built into every car.

The German measuring instruments and process control industry comprises some 1,000 manufacturing enterprises, and is a natural consumer of high-precision components.

In addition to American components, U.S. production equipment and instruments enjoy an excellent reputation in Germany and are in steady demand.

American manufacturers interested in taking part in the U.S. show this November should reserve exhibit space now. More information and an Exhibitors Export Market Guide, IMIS 70-12, may be obtained from Harold Bromel, U.S. Department of Commerce, BIC-938, Washington, D.C. 20230 (202-967-4601, ext. 4073), or from any of the Department's 42 Field Offices.

Essen to host INTEKA, congress on power plants

INTEKA, a new trade fair and congress featuring power plant engineering is scheduled June 1-7 in Essen, Federal Republic of Germany.

The exhibition will include between 120-150 international manufacturers and suppliers of conventional and nuclear power generating equipment from several nations.

The Congress to be held June 1-4, will include papers on the following subjects: power problems in Germany; German technical and scientific electricity supply developments; atomic power in connection with electricity supplies in Britain and France; future atomic plant prospects.

Additional information in this event is available from: INTEKA—Informationsbuero, 43 Essen, Norbertstr. 56.

XUM

Industrial assembly exhibition in Tokyo predicts $2.3 million

OHIO BASED ARO CORPORATION was one of 24 U.S. companies at the Tokyo industrial assembly equipment show. Aro, which displayed air operated hand tools, predicts $100,000 in first year sales from the show.

More than a third of the 2,702 registered visitors at the Industrial Assembly Equipment Exhibition at the U.S. Trade Center in Tokyo, Feb. 23-28, were from outside the Tokyo area—a Center record.

The exhibition, which featured 24 American companies, reported immediate orders of $139,890 and projections for additional sales over the next year of $2.3 million. At least half of the show's exhibitors valued their participation in the show in excess of $50,000 in new sales.

With 21 of the exhibitors introducing new lines of equipment to the Japanese market, only two firms were seeking Far East representatives. No agents or distributors were appointed at the show but negotiations with five candidates were underway at its close.

Highest sales projections for the show were reported by the Bodine Corp. of Bridgeport, Conn. with estimations of $1-$1.5 million; show orders for the firm totaled $32,650. Bodine displayed in-line assembly machines with the assistance of a recently appointed Japanese agent.

Exhibiting a variety of air-operated hand tools and automatic drilling and tapping units, the Aro Corp., Bryan, Ohio, ended the show anticipating $100,000 in first year sales.

Also estimating $100,000 in new orders for the coming 12-month period is the Nordson Corp., Amherst, Ohio, which displayed hot metal adhesive applicators.

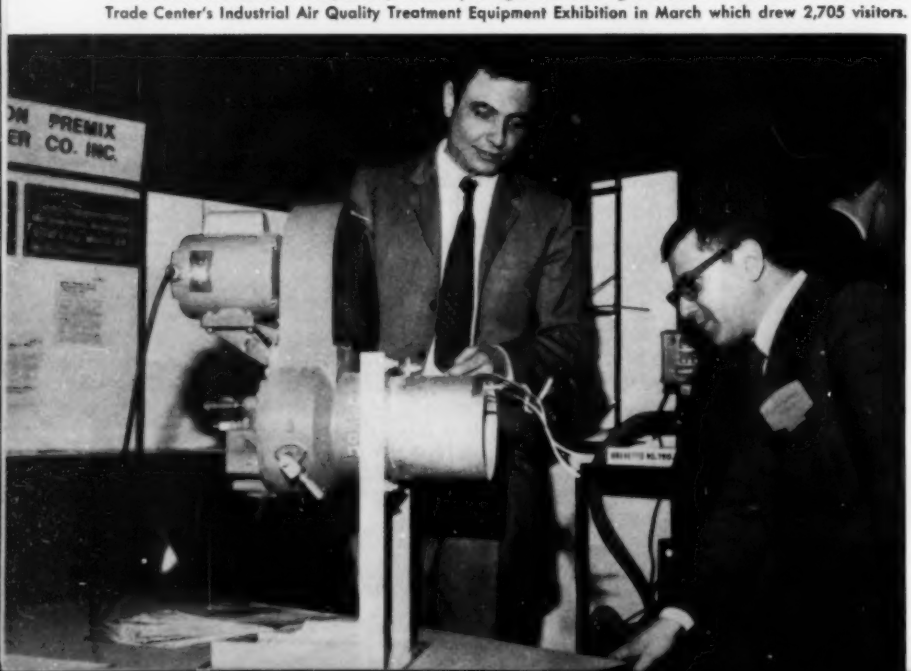
Other American firms in the industrial assembly equipment show were: Applied Power International, Milwaukee; Avdel Inc., Burbank, Calif.; Branson Sonic Power Co., Danbury, Conn.; Dzus Fastener Co., Inc., West Islip, N.J.; Roy E. Ferree, Inc., Valencia, Pa.; Fife Corp., Oklahoma City; Hugle Industries, Inc., Sunnyvale, Calif.; Hughes Aircraft Co., International Sales, Los Angeles; Kaynar Manufacturing Co., Inc., Fullerton, Calif.

KSM Division, Ozark Industries, Inc., Moorestown, N.J.; Long-Lok Division of Whittaker, Los Angeles; Micro Tech Manufacturing, Inc., Worcester, Mass.; Carr Lane Manufacturing Co., and J. D. Marshall International, Inc., Chicago; Permacel, New Brunswick, N.J.; Ridge Tool Co., Elyria, Ohio; Rockwell Manufacturing Co., Pittsburgh; The Rotor Tool Co., Cleveland; Skil Corp., Skokie, Ill.; Spraymation, Inc., Little Falls, N.J.; Statham Instruments, Inc., Oxnard, Calif.; Illinois Tool Works Inc., Shakeproof Division, Chicago.

SPARKS FLY in a demonstration of stud welding equipment, bottom left, by the KMS Division of Omark Industries. On the right, "Toggle Bug", a portable drill press, receives attention from customers at the Roy E. Ferree booth. Ferree of Valencia, Pa., was using the exhibition to introduce the Togg'e Bug to Japan.

EXAMINING CLIMET INSTRUMENTS' wind directional transmitter, above, one of several air devices on display by the California company, is one of the many trade visitors, left, and a Climet representative. Chlorine detectors, below, by Mast Development Co., are investigated during the February 23-28 event.

MAXON PREMIX BURNER CO., below, showed packaged industrial gas burners to customers at the Milan Trade Center's Industrial Air Quality Treatment Equipment Exhibition in March which drew 2,705 visitors.



Milan's 50th show features air devices; projects $4 million

The U.S. Trade Center in Milan has held its 50th show—an industrial air quality treatment equipment exhibition featuring 26 U.S. companies. The Mar. 1-8 show closed with $58,170 in book orders and first year projections of over $4 million.

The show, which drew 2,705 visitors, was staged as a cooperative effort with HEVAC, a heating, air conditioning, plumbing and sanitary equipment show at the adjacent Milan fair grounds.

Contract negotiations with seven prospective representatives were underway by the six U.S. firms desiring overseas agents.

The Trade Center, which held its first show in January 1964, and HEVAC officials jointly sponsored a technical seminar which drew over 500 visitors interested in air pollution.

Aluminum Filter Co., Inc., Carpinteria, Calif., the only company entering exporting for the first time through the show, wrote $33,000 in floor sales, projects $70,000 in additional orders over the next 12-month period, and anticipates the sales volume to grow into $350,000 yearly within three years. Negotiations for agents in Italy and Switzerland were in progress.

The other participants in the industrial air quality treatment equipment exhibition were: Air Con Corp., Memphis; Air Techniques Inc., Baltimore; Alnor Instrument Co., Chicago; Atlas Electric Devices Co., Chicago; Bausch & Lomb Inc., Rochester, N.Y.; Beckman Instruments, Inc., Fullerton, Calif.; Chemical Construction Corp., New York; Climet Instruments, Sunnyvale, Calif.; Combustion Engineering Inc., Windsor, Conn.; Gelman Instrument Co., Ann Arbor, Mich.; Honeywell, Minneapolis; Metronics Associates, Inc., Palo Alto, Calif.

Millipore Corp., Bedford, Mass.; Mine Safety Appliances Co., MSA International; Pittsburgh; Leeds and Northrup Co., Philadelphia; Mast Development Co., Davenport, Iowa; Maxon Premix Burner Co., Inc., Muncie, Ind.; Mott Metallurgical Corp., Farmington, Conn.; Olson Laboratories, Inc., Dearborn, Mich.; Pulverizing Machinery, Division of Slick Corp., Summit, N.J.; Research Appliance Co., Philadelphia; Ross Engineering Division, Midland-Ross Corp., New Brunswick, N.J.; Claude B. Schneible Co., Holly, Mich.; Seversky Electronatom Corp., Garden City, N.Y.; The Torit Corp., St. Paul.

XUM

Brazil in growth surge

Gains give solid basis for business and government optimism on 1970 outlook

By most measurements, 1969 was a very good year for the Brazilian economy. At year's end, it was estimated that the Gross Domestic Product had grown to $32.3 billion, an astonishing 9% increase and one of the highest growth rates in the world. This is the verdict of the latest Economic Trends Report from the U.S. Embassy in Rio de Janeiro.

The rapid economic expansion, coupled with increasingly effective government monetary and fiscal policies, provides a solid basis for the optimism being voiced in business and government circles regarding the outlook for 1970.

Growth aspects

Salient aspects of economic growth and improved stability in 1969 included:

► Automobile production up 26.5% to a total of 353,034 units, and 30.352 billion kilowatt hours of electrical energy, an increase of 12.1% over the year;

► Export expansion of 19.5% (f.o.b.), with impressive growth (in the first 11 months) in exports of manufactures ($247 million, up 35.4%), raw cotton ($182 million, up 48.9%), cocoa beans ($98 million, up 136.5%), and iron ore ($131 million, up 35.3%);

► Income tax receipts increase of 37.3% in real terms, boosting total tax receipts 12.5%;

► An overall government budget cash deficit decrease of 48.9%, down to approximately $175 million, or 0.5% of GNP;

► Large capital inflows and a moderate 7% rise in total imports (f.o.b.) increasing foreign exchange reserves by more than $500 million;

► Inflation of 24.2% in cost of living index was above the official target, yet an indication of good management since the rise was primarily due to short food crops resulting from drought, while the general price index, wholesale prices, money supply and credit increases were substantially lower than in 1968.

Consumer demand lags

A moderate slackening in consumer demand first evident in July, continued to worry some businessmen through December. Demand fell off for transportation and electrical products, pharmaceuticals, paper and cardboard, and remained low during the third quarter for the machine industry, paints and varnishes, perfumes, soap, plastics, clothing and textiles.

Some stock accumulation

In general, production continued at January-June levels, and there was some accumulation of excessive stocks, although the situation improved somewhat during the fourth quarter, especially for clothing, paints and varnishes. Only transportation material continued to experience diminishing demand over the final quarter.

In January, the Government projected an overall growth rate between 7 and 9% annually for the period 1969-73. This is based on 6% annual growth in agriculture, 10% in manufacturing, 8% in transportation and communications, and 10% in construction.

In light of Brazil's 1968-69 performance, these targets are feasible, and, as far

Chief U.S. Exports to Brazil 1967-69

(Millions of U.S.$)

Group and Commodity	1967	1968	1969
Food and live animals	102.2	83.3	64.7
Milk and cream, dried	11.2	10.1	3.6
Wheat, incl. meslin, unmilled	74.1	60.6	48.6
Crude materials, inedible, excl. fuels	19.8	27.3	20.2
Sulfur, crude and refined	7.8	5.9	4.2
Mineral fuels, lubricants	36.1	43.0	39.3
Coal, coke, and briquets	17.8	18.6	5.8
Petroleum products	18.0	23.7	3.6
Oils and fats, animal and vegetable	5.8	2.3	1.5
Chemicals	75.9	109.7	99.3
Organic chemicals	28.4	34.2	30.5
Inorganic chemicals	6.5	10.3	5.7
Fertilizers, manufactured	10.9	21.2	19.4
Synthetic resins, regenerated cellulose, and plastic materials	5.9	11.1	12.3
Machinery and transport equipment	224.1	303.5	314.7
Machinery, other than electric	122.6	179.9	176.1
Power generating machinery, and parts	18.2	20.7	22.1
Agricultural machinery, appliances, and parts, incl. tractors	17.8	35.3	25.4
Office machines and parts	9.6	11.1	14.6
Metalworking machinery	8.8	17.5	9.5
Textile and leather machinery, and parts	5.4	7.6	9.2
Electric machinery, apparatus, appliances, and parts	41.6	51.7	28.9
Electric power machinery, switchgear, and parts	22.4	21.3	14.6
Telecommunications apparatus, and parts	5.2	8.9	4.7
Transport equipment	59.8	71.9	48.0
Railway vehicles, and parts	20.5	1.7	5.1
Road motor vehicles, and parts	15.0	19.2	32.7
Aircraft and parts	23.6	50.4	9.8
Other Manufactured goods	64.1	107.5	111.8
Iron and steel	7.5	10.8	11.6
Non-ferrous metals	15.9	41.5	37.2
Copper and copper alloys	7.3	31.5	20.1
Aluminum and aluminum alloys	6.4	5.8	10.8
Scientific, medical, optical, measuring and controlling instruments and apparatus	10.1	12.5	16.4
Miscellaneous commodities and transactions	1.3	3.0	4.6
Total U.S. exports to Brazil	**529.4**	**679.8**	**656.3**

as 1970 itself is concerned, the economy is off to a good start:

- Industrial expansion plans registered with the Ministry of Industry and Commerce in 1969 project investments of almost $1 billion, a 212% real increase over 1968 registrations;
- Motor vehicle production and sales weathered the year-end downturn and are now reported at 25,000 units monthly;
- Good weather conditions and increased acreage underlie the present estimate that non-coffee agricultural production will increase 20% over the 1969 level;
- Government hopes to make a substantial improvement on 1969 price performance were strengthened by the fact that the increase in the cost of living index was only 2.3% in the first two months;
- The balance of payments should again be in surplus, as the market and price prospects for Brazil's exports are extremely good.

Implications for U.S.

The prospects are for continued high growth rates and a healthy balance of payments. An increasingly sophisticated middle class, numbering in the millions, offers an important market.

As the economy has strengthened over the past several years, the Government's development strategy has placed emphasis on making Brazil an open economy. For these and other reasons, Brazil should exert a strong attraction for the U.S. exporter and investor in the 1970s.

While rapid growth and official encouragement are good general incentives for further foreign investment, a key factor to successful ventures is the matter of financing. Interest rates are trending downward but still run from 25 to 40% annually. In addition, the stock market is largely limited to issues of well-known Brazilian firms. This market is growing, however, and there are some signs that the traditional make-up is changing.

The rapid expansion of non-traditional exports in the past few years reflects a number of government measures designed to promote these exports. The Brazilian Government is laying great emphasis on export growth in its development plans for the 1970s. U.S. investors who plan to export from Brazilian plants will find an increasingly favorable environment.

Imports are expected to maintain the present rate of growth, with the greatest gains in machinery, equipment, and raw materials. The attractiveness of Brazil's growing market and improved financial position is generating increasingly competitive trade offers from other countries. The U.S. share of Brazilian imports decreased from 32% in 1968 to an estimated 30% in 1969.

The most important single consideration in weighing competing import offers continues to be financing. The introduction of new and imaginative U.S. Eximbank credit programs—including attractive relending credits for small and medium-sized companies through local banks—may improve U.S. trade competitiveness in the next year or two.

French trade nears balance; industrial output still rising

Tight credit policy expected to continue despite complaints

According to figures released Mar. 11 by the Finance Ministry, French trade with non-franc area countries was in near balance during February for the fourth straight month. After correction for seasonal variations, non-franc area exports were valued at $1,244.8 million and imports at $1,353.9 million for a coverage rate of 92% (93% is considered equilibrium). For trade with all areas including the franc area, exports were estimated at $1,406.7 million and imports at $1,487.2 million (a coverage rate of 95%).

The February results were hailed by the press as solid confirmation that France has now achieved the balance in its external trade which the Stabilization program had set as a goal to be reached not before mid-1970. This part of the program, at least, seems to have met with considerable success, and augurs well for the future.

Industrial output up

The latest monthly poll of business opinion conducted by the French National Statistical Institute (INSEE) reveals that industrial production is expected to continue to grow through at least the first half of 1970 at roughly the 6% annual rate which has been the trend since last fall. While new orders continue to taper off at a moderate rate, the tendency toward rebuilding inventories has begun to pick up after some months of relative depletion. Secondly, export orders are thought to be continuing to grow at rapid rates, suggesting that whatever slack there is in domestic demand is being more or less compensated by a vigorous foreign demand. On balance, businessmen are reported to believe that growth in output will continue at current rates for the next several months.

At the same time, INSEE also reports that the percentage of businessmen polled who are currently complaining of liquidity difficulties continues to increase. In February, this figure reached 54%, the highest percentage for this series since the period immediately following the events May-June 1968. Finally, the poll also showed some easing in the expectations of businessmen about price increases in the near future. While a majority continue to expect such rises, their number is less.

Despite the pinch being experienced by most enterprises, the Government has shown no evidence that any marked easing of credit restraint is in prospect. On the contrary, in a letter addressed by the Bank of France to banking establishments last week, the banks were warned that those who exceeded their authorized credit expansion ceilings on the last day of March would be required to place on deposit with the Bank of France, in a special non-interest bearing account and for a minimum period of one month, an amount which could go as high as the amount by which they exceeded their ceiling.

This special penalty is in addition to those already in force, and seems designed to remind the banks, and businessmen in general, that the Government intends to continue pursuing a tight credit policy.

Colombia frees importation of 51 additional products

Reflecting its improved balance of payments situation and a rapidly growing import capacity, Colombia has placed an additional 51 tariff items on the free list, i.e., items for which import license applications will automatically be approved. Addition of these items, accounting for 6.1% of total 1968 trade, or $38.6 million, brings to over 25% (of which the U.S. enjoys a 52.4% share) of total 1968 imports now on the free list.

Items on the new list include some mineral and chemical compounds, steel plate and nickel and unworked articles thereof, steam turbines and motor vehicle engine parts, accounting and sewing machines, lifts (elevators and escalators), transistors and photocells, helicopters and all parts for aircraft, and a number of orthopedic aids and precision instruments. Inquiries concerning particular items or requests for the current free list should be addressed to the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

XUM

Two Swiss firms interested in licenses

• A Swiss manufacturer of industrial varnishes and lacquers seeks a license to manufacture additional products for distribution in Switzerland. The firm is interested in the production of interior and exterior lacquers; varnishes for tubes and aerosol cans; quick drying lacquers; and lacquers and varnishes for application on such products as washing machines and refrigerators.

Write: Z. E. Kozicki, President, Kolack AG, Benkenerstrasse, 8722 Kaltbrunn, Switzerland. WTD. **P-70487.**

• A producer of capacitors for electric, electronic and industrial applications seeks a license to produce capacitors meeting U.S. military specifications.

Products of interest include standard capacitors; metallized polyester, metallized polycarbonate, polystyrene and mica capacitors; capacitors for radio interference suppression, high frequency power capacitors; water cooled capacitors for medium frequency; metallized paper capacitors for circuit breakers; high voltage capacitors; and power factor correction capacitors.

The Swiss firm is export oriented and distributes through agents in a number of foreign countries. It employs 550 and operates a well equipped plant.

Write: Mr. A. Progin, Condensateurs Fribourg SA, route de la Fonderie 8, 1700 Fribourg, Switzerland. WTD. **P-70486.**

Cross licensing agreements sought by French producer of industrial mixers

A French firm making large mixers for the chemical, paint, plastic, petroleum and pharmaceutical industries seeks cross licensing agreements with U.S. firms. The French company wants to produce complementary lines of mixers as well as pumps and filters. It is also interested in marketing its mixing equipment in America through a licensing arrangement with a medium sized U.S. concern currently manufacturing similar products.

The company exports approximately half of its production, mainly to Western Europe, although sales have also been made to Eastern European countries. It has representatives in all of EEC countries, plus Great Britain, Spain, Austria and Switzerland.

Write: Pierre Jonqueres, Procedes SEM, 70 rue Dumotel, 94-Cachan, France. WTD. **P-70496.**

Two brochures describing the French firm's product line are available on a loan basis from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

Swiss carpet company is seeking joint venture

A joint venture to make synthetic fibers and similar products for use in the production of carpets is sought by a Swiss firm. The U.S. licensor would have to supply the raw materials and the necessary technical assistance.

The Swiss company specializes in the manufacture of carpets and is a supplier of related imported raw materials to Dutch and Swiss concerns. It is closely associated with a Dutch firm which could possibly be included in the proposed project.

Write: Geroma Service AG, Widacherring 6, 6102 Malters-Lucerne, Switzerland. WTD. **P-70480.**

Electrical appliance license goal of New Zealand firm

A license to manufacture small electrical appliances is sought by a Wellington producer and distributor of electrical housewares and motors and plastic coated cable. In addition to serving the domestic market, the company exports to Australia and South Africa and has about 130 employees.

Write: Allan B. Lockie, Managing Director, Ralta Limited, 18-20 Nelson St., P.O. Box 6283, Wellington, New Zealand. WTD. **P-70491.**

Developer for lead, silver deposits in Kenya sought

Applications for the grant of a special license to develop lead and silver deposits in Kinagoni in the Coast Province about 25 miles from Mombasa are invited by the Government of Kenya. Preliminary surveys indicate the existence of approximately one million tons of ore with a high silver content and a lead content of 10%.

Write: Commissioner of Mines and Geology, P.O. Box 30009, Nairobi, Kenya. **P-70494.**

Afghanistan desires services of auditors

The Government of Afghanistan is seeking to have auditing firms of international standing consider the establishment of branch offices in Kabul. The service is sought to provide auditing facilities for the 110 new industries now being established in the country. About 50 of the enterprises, representing around $40 million in investment, are already in production.

Benefits of the Afghan Investment Law are available to approved firms establishing branch auditing offices. The ventures can either be joint ventures or wholly owned by the foreign firm.

Write: Dr. Akbar Omar, Minister of Commerce, Royal Government of Afghanistan, c/o Commercial Officer, Kabul-Department of State, Washington, D.C. 20521. **P-70493.**

Investment Assistance

To receive follow-up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Food Processing and Packaging Equipment is one of a half dozen U.S. product lines that the Commerce Department's Bureau of International Commerce believes have the highest export potential in the 70's.

The known demand is broad—57 countries on five continents.

Listed below are 35 International Marketing Information Service reports that will give you more information on these opportunities. Order them for 10¢ a copy from the Commerce Department's Sales and Distribution Branch or from any Commerce Field Offices.

Seven World Markets for U.S. Exports report in some detail on marketing opportunities in six countries:

BELGIUM—IMIS 69-126
FRANCE—IMIS 69-124
GERMANY—IMIS 69-103
GERMANY—IMIS 69-131
NETHERLANDS—IMIS 69-129
SWITZERLAND—IMIS 69-127
UNITED KINGDOM—IMIS 69-114

Exhibitor's Export Market Guides, originally prepared for recent or upcoming (dates shown) Commercial Exhibitions and Trade Centers shows:

DENMARK (11-17-70)—IMIS 70-7
FRANCE (10-8-70)—IMIS 70-11
ITALY (4-14-70)—IMIS 69-83
SPAIN (3-2-70)—IMIS 69-73
UNITED KINGDOM (6-22-70)—IMIS 69-79

Watch the pages of this magazine for reports on the market for Food Processing and Packaging Equipment in these 22 countries:

ARGENTINA
BRAZIL
CENTRAL AMERICAN COMMON MARKET
CHILE
COLOMBIA
EAST AFRICAN COMMON MARKET
ECUADOR
INDONESIA
IRAN
IRELAND
ISRAEL
JAMAICA
JAPAN
MEXICO
PAKISTAN
PANAMA
PHILIPPINES
SINGAPORE/MALAYSIA
TAIWAN
THAILAND
TRINIDAD/TOBAGO
VENEZUELA

Country Market Digests from 24 nations report on the most saleable products, including Food Processing and Packaging Equipment:

BELGIUM—IMIS 69-21
CENTRAL AMERICAN COMMON MARKET—IMIS 69-29
CHILE—IMIS 69-6
DENMARK—IMIS 69-114
DOMINICAN REPUBLIC—IMIS 69-23
FINLAND—IMIS 69-18
GERMANY—IMIS 69-7
INDIA—IMIS 69-10
IRAN—IMIS 69-4
ISRAEL—IMIS 69-2
ITALY—IMIS 69-11
LIBERIA—IMIS 69-3
MEXICO—IMIS 69-22
MOROCCO—IMIS 69-1
NETHERLANDS—IMIS 69-20
PANAMA—IMIS 69-28
PHILIPPINES—IMIS 69-25
SPAIN—IMIS 69-30
SWEDEN—IMIS 69-15
SWITZERLAND—IMIS 69-16
TAIWAN—IMIS 69-17
THAILAND—IMIS 69-27
TURKEY—IMIS 69-5
ZAMBIA—IMIS 69-24

XUM

World Trade Opportunities Continued through page 48

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

012 Fruit, tree nut, vegetable farms

01220—NETHERLANDS—Tree nuts. Exclusive agency and/or representation. L. H. van Hertzfeld N.V. Attn: R. A. H. van Hertzfeld, Mgr. (importer, distributor, agent), Maaskade 155 or P.O. Box 464, Rotterdam. WTD 3/70.

203 Canning, preserving foods

20310—NETHERLANDS—Canned seafood. Exclusive agency and/or representation. L. H. van Hertzfeld N.V. Attn: R. A. H. van Hertzfeld, Mgr. (importer, distributor, agent), Maaskade 155 or P.O. Box 464, Rotterdam. WTD 3/70.

20331—NETHERLANDS—Canned fruits. Exclusive agency and/or representation. L. H. van Hertzfeld N.V. Attn: R. A. H. van Hertzfeld, Mgr. (importer, distributor, agent), Maaskade 155 or P.O. Box 464, Rotterdam. WTD 3/70.

20332 — NETHERLANDS — Canned vegetables. Exclusive agency and/or representation. L. H. van Hertzfeld N.V. Attn: R. A. H. van Hertzfeld, Mgr. (importer, distributor, agent), Maaskade 155 or P.O. Box 464, Rotterdam. WTD 3/70.

20341—NETHERLANDS—Dried fruits. Exclusive agency and/or representation. L. H. van Hertzfeld N.V. Attn: R. A. H. van Hertzfeld, Mgr. (importer, distributor, agent), Maaskade 155 or P.O. Box 464, Rotterdam. WTD 3/70.

207 Confectionery

20716 — NETHERLANDS — Nuts, shelled and unshelled, incl. peanuts. Exclusive agency and/or representation. L. H. van Hertzfeld N.V. Attn: R. A. H. van Hertzfeld. Mgr. (importer, distributor, agent), Maaskade 155 or P.O. Box 464, Rotterdam. WTD 3/70.

221 Broad woven fabric mills, cotton

22117—AUSTRALIA—Textile piece goods made in cotton, synthetic or cotton/synthetic mixtures for ladies' dress materials, shirtings, men's wear, furnishing and drapery materials (with the exception of yarn dyed furnishing and drapery materials). J. Jacobi & Co. (A'sia) Pty. Ltd., Attn: H. A. Ryder (distributor, agent), G.P.O. Box 3581, Sydney, N.S.W. 2001. WTD 2/70.

225 Knitting mills, products

22533—GERMANY—Children's tights age group 5 to 12, modern styles. Quotations c.i.f. German port preferred. Illustrated catalogs and/or fabrics swatches wanted. M. Werner KG (agent), 69 Sielwall, 28 Bremen. WTD 2/69.

236 Girls', children's, infants' outerwear

23610—GERMANY—Modern styled dresses for children age group 2 to 12. Quotations c.i.f. German port preferred. Illustrated catalogs and/or fabrics swatches wanted. M. Werner KG (agent), 69 Sielwall, 28 Bremen. WTD 2/69.

23630—GERMANY—Outerwear for children age group 2 to 12, including suits, coats, jackets (also hooded); modern styles. Quotations c.i.f. German port preferred. Illustrated catalogs and/or fabrics swatches wanted. M. Werner KG (agent), 69 Sielwall, 28 Bremen. WTD 2/69.

23690—GERMANY—Modern styled play suits for children age group 2 to 12. Quotations c.i.f. German port preferred. Illustrated catalogs and/or fabric swatches wanted. M. Werner KG (agent), 69 Sielwall, 28 Bremen. WTD 2/69.

281 Industrial chemicals

28180—NETHERLANDS—Raw materials for plastic industry. Exclusive representations requested. De Vries-Chemiebouw N.V., Attn: K. H. A. de Vries (importer, distributor), 7 Johan Wagenaarlaan, Heemstede. WTD 3/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28445—AUSTRIA—Cosmetic preparations, all kinds of other merchandise sold through perfumeries and cosmetics shops. Poly-Chemie, J. A. Mueller & Co. (importer, manufacturer, agent), Siegesplatz 14, A-1224, Vienna. WTD 3/70.

289 Chemical products

28993—NETHERLANDS—Absorbents, solvents, or detergents to dissolve or neutralize

smallscale petroleum spills (up to several hundred gallons) in restricted harbor areas. Materials must be applicable by hand-operated equipment, such as small boat-mounted sprayers or spreaders, and preferably biodegradable, non-flammable or liable to cause secondary pollution. Also interested in all kinds of related water pollution control equipment for marine and refinery use. Sales territory: Benelux countries, Greece. Technisch Bureau "Marfrig Nederland" N.V. (Attn: Robert L. Sokolove, Mgr.) (importer, distributor/exporter), 533 A.W.G. Fokkerstraat, or P.O. Box 65, Schiedam. WTD 2/70.

342 Cutlery, hand tools, general hardware

34291 — NETHERLANDS — All kinds of USCG approved lifeboat equipment; all kinds of USCG approved marine lifesaving appliances, especially deck safety equipment. Sales territory: Benelux countries, Greece. Technisch Bureau "Marfrig Nederland" N.V. (Attn: Robert L. Sokolove, Mgr.) (importer, distributor/exporter), 533 A.W.G. Fokkerstraat, or P.O. Box 65, Schiedam. WTD 2/70.

353 Construction, mining, materials handling machinery, equipment

35319—SWITZERLAND—Maintenance vehicles for municipal and public services, such as small tractors, mowers, snow-blowers; construction machinery, in particular railway maintenance machinery. ConMat AG (importer, distributor, agent), Seestrasse 234, 8810 Horgen. WTD in preparation.

355 Special industry machinery

35590—PAKISTAN—Machinery for cutting and sewing industrial leather gloves. Khas Traders (importer), Tannery Rd., Rangiwara, Karachi-2. WTD in preparation.

356 General industrial machinery

35616—PAKISTAN—Pumps and pumping equipment. Requests catalogs, quotations, c. & f., Karachi. Simec (agent), 5E 23/17, Nazimabad, Karachi-18. WTD 3/69.

35673 — KOREA — Top charge induction metal melting furnaces; two 20-ton or 30-ton capacity units and one 50-ton unit. SHIN GmbH-Korea (agent), C.P.O. Box 737, Seoul. WTD 8/69.

35690—AUSTRALIA—Filters of nylon type, washable or throw-away, as used in paint spray booths and also for humidifying equipment; filters for ultra high filtration to .3 micron, as used in hospitals and clean rooms (laboratories and food testing); filters which can be used in the industrial gas industry. Jonell Equipment Co. (importer, distributor, agent), 304 Station St., Chelsea, Victoria 3196 or P.O. Box 78, Chelsea, Victoria. WTD 3/70.

35690—FINLAND—Strapping machines not using metal strapping; weight of cartons to be strapped 25-30 kilograms, size 440 x 280 x 380 millimeters; minimum strapping capacity about 600 packages per hour. Only latest developments wanted. I.C.B. (Kullervo J. K. Heiskanen, Managing Dir.) (importer, distributor, agent), Salomonkatu 17 D, Helsinki 10. WTD 3/70.

35690 — NETHERLANDS — Marine fire fighting and protection equipment, especially all kinds of USCG approved portable and nonportable fire extinguishers, fire hoses, couplings, nozzles. Sales territory: Benelux countries, Greece. Technisch Bureau "Marfrig Nederland" N.V. (Attn: Robert L. Sokolove, Mgr.) (importer, distributor/exporter), 533 A.W.G. Fokkerstraat, or P.O. Box 65, Schiedam. WTD 2/70.

358 Service industry machines

35820 — PAKISTAN — Laundry equipment. Requests catalogs, quotations, c. & f., Karachi. Simec (agent), 5E 23/17, Nazimabad, Karachi-18. WTD 3/69.

361 Electric transmission, distribution equipment

36110 — NETHERLANDS — All products used by electricity distributors and large industries in high and/or low voltage area, especially highly specialized materials and equipment used in distribution of electric current and in power plants, and high voltage equipment for electric systems and laboratories. Not interested in electronic components. Agencies for Benelux countries. Megavolt N.V. Attn: Mr. R. Fransen, President (importer, distributor/exporter, installer/repair/maintenance), 6 Naussaulaan, Maastricht. WTD 12/69.

36120 — NETHERLANDS — All products used by electricity distributors and large industries in high and/or low voltage area, especially highly specialized materials and equipment used in distribution of electric current and in power plants, and high voltage equipment for electric systems and laboratories. Not interested in electronic components. Agencies for Benelux countries. Megavolt N.V. Attn: Mr. R. Fransen, President (importer, distributor/exporter, installer/repair/maintenance), 6 Naussaulaan, Maastricht. WTD 12/69.

36130 — NETHERLANDS — All products used by electricity distributors and large industries in high and/or low voltage area, especially highly specialized materials and equipment used in distribution of electric current and in power plants, and high voltage equipment for electric systems and laboratories. Not interested in electronic components. Agencies for Benelux countries. Megavolt N.V. Attn: Mr. R. Fransen, President (importer, distributor/exporter, installer/repair/maintenance), 6 Nassaulaan, Maastricht. WTD 12/69.

366 Communication equipment

36626—PAKISTAN—Meteorological equipment. Requests catalogs, quotations, c. & f., Karachi. Simec (agent), 5E 23/17, Nazimabad, Karachi-18. WTD 3/69.

381 Engineering, laboratory, scientific research instruments

38112—PAKISTAN—Laboratory and scientific instruments. Requests catalogs, quotations, c. & f., Karachi. Simec (agent), 5E 23/17, Nazimabad, Karachi-18. WTD 3/69.

384 Surgical, medical, dental instruments

38410—SWITZERLAND—Surgical, medical instruments, supplies. Barbezat & Cie.; Attn: J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

38423 — NETHERLANDS — All kinds of USCG approved marine safety equipment, appliances, especially deck safety equipment. Sales territory: Benelux countries, Greece. Technisch Bureau "Marfrig Nederland" N.V. (Attn: Robert L. Sokolove, Mgr.) (importer, distributor/exporter), 533 A.W.G. Fokkerstraat, or P.O. Box 65, Schiedam. WTD 2/70.

38430 — SWITZERLAND — Dental instruments, supplies. Barbezat & Cie.; Attn: J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

399 Manufacturing industries

39991 — NETHERLANDS — All kinds of USCG approved marine fire extinguishers, portable and non-portable. Sales territory: Benelux countries, Greece. Technisch Bureau "Marfrig Nederland" N.V. (Attn: Robert L. Sokolove, Mgr.) (importer, distributor/exporter), 533 A.W.G. Fokkerstraat, or P.O. Box 65, Schiedam. WTD 2/70.

39999—AUSTRIA—Wigs, toupees and wiglets of natural and artificial hair. Poly-Chemie, J. A. Mueller & Co. (importer, agent), Siegesplatz 14, A-1224 Vienna. WTD 3/70.

Bids for water meters, supplies invited by Pakistan Government

Pakistan invites bids for 7,000 water meters, size ⅝" x ¾"; 10,000 meter boxes for above meters; 8,400—¾" corporation stops with 4", 6", and 8" saddles; 10,000—¾" direct corp. stops with PVC and PE outlets; 200—2" corp. stops; 500—4", 6", 8", and 12" saddles for above; various sizes and quantities of tapping sleeves and valves; 8 pressure and dry tapping machines; and one pressure drilling machine.

The Tender No. is CW-208 and the bid deadline is May 26. Tender documents are available free from the issuing authority: Chairman, Chittagong Water Supply and Sewerage Authority, 67 Panchalaish Residential Area, Chittagong, East Pakistan—Cable: "WASACH," Chittagong.

A review copy is available for inspection only, not for loan, at the Scientific and Business Equipment Division, BDSA-653, Room 4120, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2939).

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- Your catalog or other appropriate literature.

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Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

201 Meat products

20118—PANAMA—Canned meats. Rodolfo Moreno & Cia., S.A. (importer, distributor), Rodolfo Moreno & Cia., S.A., P.O. Box 1340, Panama 1. WTD 1/70.

20136 — PANAMA — Hams and picnics. Rodolfo Moreno y Cia., S.A. (importer, distributor), Rodolfo Moreno y Cia., S.A., P.O. Box 1340, Panama 1. WTD 1/70.

209 Food preparations

20999—GERMANY—Maple sirup, in cartons, jars or tins ready for sale. Hans Steinmann, Inh. Hans Paeffgen (importer, distributor, agent), 465a Luxemburger Str., 5 Koeln. WTD 3/70.

229 Textile goods

22981—AUSTRIA—Hard fiber twine for florists. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

23292—AUSTRALIA—Fashionable, colorful beachwear for men, boys. Union Trading Co. Pty. Ltd. (importer, distributor, agent), 290 Collins St., GPO Box 5322 BB, Melbourne, Victoria. WTD 12/69.

233 Women's, misses', juniors' outerwear

23393 — AUSTRALIA — Ladies' swimwear, beachwear. Union Trading Co. Pty. Ltd. (importer, distributor, agent), 290 Collins St., GPO Box 5322 BB, Melbourne, Victoria. WTD 12/69.

236 Girls', children's, infants' outerwear

23610—AUSTRALIA—Children's dresses. Union Trading Co. Pty. Ltd. (importer, distributor, agent), 290 Collins St., GPO Box 5322 BB, Melbourne, Victoria. WTD 12/69.

23690—AUSTRALIA—Children's playsuits. Union Trading Co. Pty. Ltd. (importer, distributor, agent), 290 Collins St., GPO Box 5322 BB, Melbourne, Victoria. WTD 12/69.

239 Fabricated textile products

23963—AUSTRIA—Fancy ribbons for florists. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

264 Converted paper, paperboard products

● **26400—IRAN**—The Iranian Tobacco Co. requires 30,000,000 cigarette paper booklets measuring 70mm x 40mm. Each booklet to contain 60 sheets of 100% chiffon cigarette papers having a substance of 19-20 grams/M². Copy of tender form with specifications and conditions available from Forest Products and Packaging Division, BDSA, Room 5099c, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3530). Bid deadline May 21.

26432—AUSTRIA—Flower gift bags. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

26495—AUSTRALIA—Paper novelties such as toilet paper, doilies, napkins, etc. printed with humorous sayings and/or drawings; color or black and white. Plummer's (retailer), 66 Spit Rd., Spit Junction, N.S.W. 2088. WTD 1/70.

26495—AUSTRIA—Bouquet lace paper, decorative lace and tissue paper for flower pots. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

265 Paperboard containers, boxes

26510—AUSTRIA—Flower gift boxes. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

281 Industrial chemicals

● **28100 — CEYLON** — Technical D.D.T. 50,000 lbs. in suitable clean containers. The materials should be in the form of white or cream-colored granules, flakes, or powder, free from extraneous impurities or added modifying agents. Tender #COM/TEN/70/14; bid deadline Apr. 24. Bids to be submitted to the Department of Health, P.O. Box No. 584, Colombo, Ceylon. Interested bidders may obtain tender documents from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **28100—CEYLON**—Malathion, 50% W.P., 500,000 lbs., in 100 lb. net suitable new clean drums which should contain an inner liner or bag of polythelene or equivalent, nominal thickness of 0.1 mm. The inner-liner bag should be hermetically sealed after filling. The material shall consist of a homogeneous mixture of technical malathion in a filler and in the form of a fine, free-flowing, yellow to brown powder, which wets out readily on stirring into water. Tender # COM/TEN/70/16; bid deadline Apr. 30. Bids to be submitted to the Ministry of Health, P.O. Box No. 584, Colombo, Ceylon. Interested bidders may obtain documents from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28180—NETHERLANDS—Organic chemical raw materials for industrial use, all kinds. Direct purchase and/or exclusive representation on a principal to principal basis. Sales territory: Netherlands, Australia, South Africa. Internatio-Group (Attn: M. Dubbelt, Mgr.) (importer, distributor/exporter, manufacturer), 29 Westerstraat, P.O. Box 567, Rotterdam-2. WTD in preparation.

28182—NETHERLANDS—Methanol; formic acid; formaldehyde; other kinds of organic chemical raw materials for industrial use. Direct purchase and/or exclusive representation on a principal to principal basis. Sales territory: Netherlands, Australia, South Africa. Internatio-Group (Attn: M. Dubbelt, Mgr.) (importer, distributor/exporter, manufacturer), 29 Westerstraat, P.O. Box 567, Rotterdam-2. WTD in preparation.

28190—NETHERLANDS—Inorganic chemical raw materials for industrial use, all kinds. Direct purchase and/or exclusive representation on a principal to principal basis. Sales territory: Netherlands, Australia, South Africa. Internatio-Group (Attn: M. Dubbelt, Mgr.) (importer, distributor/exporter, manufacturer), 29 Westerstraat, P.O. Box 567, Rotterdam-2. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

28194—NETHERLANDS—Chromic acid; other kinds of inorganic chemical raw materials for industrial use. Direct purchase and/or exclusive representation on a principal to principal basis. Sales territory: Netherlands, Australia, South Africa. Internatio-Group (Attn: M. Dubbelt, Mgr.) (importer, distributor/exporter, manufacturer), 29 Westerstraat, P.O. Box 567, Rotterdam-2. WTD in preparation.

28197—NETHERLANDS—Sodium nitrate, containing not less than 99% $NaNO_3$ and not more than 0.005% NaCl; other inorganic chemical raw materials for industrial use. Direct purchase and/or exclusive representation on a principal to principal basis. Sales territory: Netherlands, Australia, South Africa. Internatio-Group (Attn: M. Dubbelt, Mgr.) (importer, distributor/exporter, manufacturer), 29 Westerstraat, P.O. Box 567, Rotterdam-2. WTD in preparation.

282 Synthetic materials

28210—NETHERLANDS—Plastic raw materials, all kinds. Direct purchase and/or exclusive representation on a principal to principal basis. Sales territory: Netherlands, Australia, South Africa. Internatio-Group (Attn: M. Dubbelt, Mgr.) (importer, distributor/exporter, manufacturer), 29 Westerstraat, P.O. Box 567, Rotterdam-2, Netherlands. WTD in preparation.

283 Drugs

● **28300 — MALAYSIA** — The Ministry of Health, Kuala Lumpur has issued an invitation for bids for medical supplies including: blood grouping serum, anti-A and anti-B, 400 packages; B.C.G. vaccine, 5.cc, 2,000 ampuls; insulin, zinc suspension, 80 units/cc, 10 cc, 8,000 vials and oxytocin injection, 1 cc, 10,000 ampuls, with a bid deadline of Apr. 30. Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28330—NETHERLANDS—Piperazine salts; all kinds of pharmaceutical raw materials for human and veterinary use. Direct purchase and/or exclusive representation on a principal to principal basis. Sales territory: Netherlands, Australia, South Africa. Internatio-Group (Attn: M. Dubbelt, Mgr.) (importer, distributor/exporter, manufacturer), 29 Wester-

straat, P.O. Box 567, Rotterdam-2. WTD in preparation.

28349 — AFGHANISTAN — Pharmaceutical preparations for veterinary use. Requests prices c.i.f. Karachi with insurance to Kabul. Saaed Industrial Co. Ltd. (importer, distributor, processor), P.O. Box No. 303, Kabul. WTD in preparation.

287 Agricultural chemicals

28790—AFGHANISTAN—Agricultural insecticides, fungicides. Requests quotations c.i.f. Karachi with insurance to Kabul. Saaed Industrial Co. Ltd. (importer, distributor, processor), P.O. Box No. 303, Kabul. WTD in preparation.

289 Chemical products

28993—AUSTRIA—Dyes for dyeing flowers and plants. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

291 Petroleum refining

● **29100—BURMA**—Bitumen and asphalt, 1,000 long tons of 85-100 grade bitumen, 6,000 long tons of 60-70 grade bitumen, 1,000 long tons of 40-50 grade bitumen, and 1,000 long tons of cationic emulsified asphalt. Tender No. 8/CONST/69-70/MUNICIPAL; bid deadline May 15. Address tenders to Secretary, Rangoon Municipal Corporation, Maha Bandoola St., Rangoon, Burma. Petroleum and Coal Division, BDSA, 673, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2355).

301 Tires, tubes

30110—ENGLAND—Tires for semi-trailers for articulated vehicles—mainly in sizes 9.00 x 20 and 10.00 x 20 both in radial and crossply construction; normally fitted to commercial type disc wheels described in the United Kingdom as B7.0 x 20" x 6" offset, and B7.5 x 20" x 6" offset, CV disc wheels mainly for a 10 stud fitment. The Northern Trailer Co. Ltd. (manufacturer), Old Mill Park, Kirkintilloch, Dunbartonshire, Scotland. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

307 Plastic products

30797—AUSTRIA—Planting pots for decorative flowers, vases of plastics materials. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

30798—AUSTRALIA—Plastic novelty items such as barbeque aprons, hats, umbrellas, sheets, printed with humorous sayings and/or drawings; color or black and white. Plummer's (retailer), 66 Spit Road, Spit Junction, N.S.W. 2088. WTD 1/70.

322 Glass, glassware

32291—AUSTRIA—Vases and planting pots for decorative flowers, made of glass, in ornamental designs. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

326 Pottery, related products

32690—AUSTRIA—Vases and planting pots for decorative flowers of ceramics, but also of copper, brass, wood, wicker work, in ornamental designs. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

331 Steel mill products

● **33100—BURMA**—Various quantities for bars, plates, sheets, pipes and other misc. items of various specification. Tender #8026-1(t) EXP-RTB(69-70); bid deadline Apr. 30. Road Transport Board, Rangoon. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4412).

331 Steel mill products

33155 — AUSTRIA — Florists' wire. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

33159—AUSTRIA—Wire baskets, other florists' wire products. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—CHILE**—Supply of 14,800 meters of 15-kv power cables. Bid deadline May 12; Tender No. n/n. Contact Empresa Nacional de Electricidad S.A. "ENDESA," Seccion Equipo Electrico, Cable Santa Rose #76, 14th fl., Santiago, Chile.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 First American Bank Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave., Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

XUM

● **33500 — THAILAND** — Aluminum conductor, No. 2 AWG, 7 strand. 500,000 meters with 3/64 inch and 200,000 meters with 4/64 inch polyethylene covering. Tender No. MEA-PSD-186; bid deadline May 11. Purchase and Stores Department, Metropolitan Electricity Department, 121 Chakraphet Road, Bangkok 2 ★(202-967-4579).

339 Miscellaneous primary metal industries

● **33900 — BURMA** — Varying types and quantities of cables, wire, mica sheets, flat and round bars, screws, rivets, etc. Tender No. 8026-1(T)EXP-RTB; bid deadline Apr. 30. Road Transport Board, No. 375, Bogyoke Aung San St., Rangoon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585.)

342 Cutlery, hand tools, general hardware

34211—AUSTRIA—Hand tools and supplies for commercial gardeners, florists. Ernst Rapp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

346 Metal stampings

● **34600—CEYLON**—The Chairman, Tender Board, Ministry of Home Affairs, Colombo, has issued a Tender for 275,000 gross tamper proof and pilfer proof aluminum stoppers (closures). Ref. No. COM/TEN/70/13; bid deadline May 25. Copies of specifications and conditions are available from Embassy of Ceylon, 2148 Wyoming Ave., NW, Washington, D.C. 20008.

351 Steam engines, turbines

● **35100—AUSTRALIA**—Manufacture, supply, delivery, erection, testing, putting into service and maintenance of one each 550,000 lb., per hour boiler or alternatively two each 550,000 lb., per hour boilers with auxiliaries and ancillary equipment. Tender No. CV3/C2; bid deadline July 8. Secretary, The Northern Electric Authority of Queensland, P.O. Box 721, Townsville, Queensland, Australia 4810. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241).

354 Metalworking machinery

● **35400—ARGENTINA**—Turnkey plant to manufacture 22 caliber ammunition for long and short rifles. Bid deadline May 27. Departmento Abastecimiento, Division Compras, Direccion General de Fabricaciones Militares, Cabildo 65, Buenos Aires. Copies of bidding documents are available from the Economic and Commercial Counselor, Argentine Embassy, 1600 New Hampshire Ave., NW, Washington, D.C. 20009.

● **35400—IRAN**—One drilling machine, 2 KWT motor, for 32 mm drills; one sawing machine, 1.5 KWT motor, with up to 300 mm vice opening. Tender No. 527/48; bid deadline May 10. Iranian State Railways, Tehran. Copy of tender is available from the Metalworking Equipment Division, BDSA-649, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652).

35452—SOUTH AFRICA—Gages: screw, thread ring, plug. Normat S.A. (Pty.) Ltd. (importer, distributor). 21 Hart St., P.O. Box 4083, Port Elizabeth, C.P. WTD 5/69.

355 Special industry machinery

● **35500 — VIET NAM** — Machinery and equipment for the manufacture of pharmaceutical products. Tender No. 798/NSDA; bid deadline Apr. 30. Industrial Development Center, 40-42 Nguyen Hue Blvd., P.O. Box 336, Saigon. Specifications in French are available from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35513 — IVORY COAST — Equipment to produce solvable pineapple powder for instant juice either by atomization or freeze-drying. Supplier should also be willing to give technical advice. Correspondence requested in French. Plantation Anarex (planter and exporter of fresh pineapples), B.P. 2770, Abidjan. WTD in preparation.

35513 — URUGUAY — Automatic flat bag forming, filling and sealing machines, for packaging of powder (soluble coffee, cocoa and other soluble mixtures) in flat bags formed from rolls of heat-sealable material, such as aluminum foil (lined and coated) with cellophane, or saran laminates, or equal; capacity: small bags (2 gr.) from 150 to 200 per minute; bigger bags (up to 50 gr.), from 60 to 100 per minute. Automatic cartoning machine for counting and putting into cartons specified numbers of bags coming from filling and sealing machine. Shrink tunnels, for use with shrinkable films, to wrap glass jars, tins or paper bags filled with soluble coffee and similar products. Oil extraction plant to extract oil from spent coffee beans. Homero Fernandez & Hnos. S.A. (distributor, manufacturer), Carlos Crocker 2883, Montevideo. WTD in preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

356 General industrial machinery

● **35600—SINGAPORE**—Supply, delivery, testing and installation of two ram or plunger type sludge pumps complete with variable speed electric motors, reduction gear drivers, motor controllers and attendant piping, valves and gauges but excludes the electric cabling between pump motors and controllers. The pumps shall be self-priming and shall have a minimum 20 foot suction lift on clean water and capable of handling digested sewage sludge with moisture content which may vary between 90% and 98%. Tender No. SQS/WB/87/70/12; bid deadline May 12. Senior Quantity Surveyor, Public Works Dept., High St., Singapore 6. A limited amount of information is available from the General Industrial Equipment Division. BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-5585).

35690—ENGLAND—Filtering carbons: water flowrate at 15.5°C and 10 p.s.i. P.D.= 1,000-2,000 gals/hr/ft.²; particles smaller than 325 mesh (B.S.) = Less than 2% W/W.; particles larger than 40 mesh (B.S.) = Less than 5% W/W. In each case this refers to the United States Sieve Series No. ASTME 1166. Stella-Meta Filters Ltd. (Mr. D. Charlesworth, Chief Chemical Engineer) (manufacturer), Laverstoke Mill, Laverstoke, Near Whitchurch, Hampshire. WTD in preparation.

358 Service industry machines

35857—SWITZERLAND—Cooling systems and apparatus for drive cabins of trucks; similar equipment (not deepfreezing) for installation on trucks carrying meat, vegetables, flowers, etc. Carosserie Heimburger; Attn: Mr. Heimburger (manufacturer), Nauenstrasse 45, 4002 Basel. WTD in preparation.

35893—ETHIOPIA—Commercial and industrial vacuum cleaners; portable and central system, including attachments and parts; electric current 220 volts, 50 cycles. Illustrated catalog, terms, conditions requested. Price quotation c.i.f. Djibouti with insurance coverage up to Addis Ababa. Ethio-Dura Clean (personal services), P.O. Box 380, Addis Ababa. WTD 3/70.

361 Electric transmission, distribution equipment

● **36100—ARGENTINA**—Supply of 16,000 low tension AC electric meters. Tender No. LI 2610; bid deadline May 4. Invited by Compania Italo Argentina de Electricidad B.A., San Jose 140, 4th Piso, Buenos Aires, Argentina. Tender documents available for 50 Argentine pesos each (US $1.00 equals 3.50 Argentine pesos) from above Argentine address.

● **36100—BELGIUM**—Supply of 6 in-circuit transmission testers able to test medium power PNP, NPN, FET transistor and diodes in or out of circuit, with operation, maintenance, and transistor manuals. Tender No. 20-07 PS/MEB; bid deadline May 20. Invited by Communications and Electronics Division, AEC Purchasing and Contracting Office, SHAPE, B-7010, Brussels, Belgium. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868). Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

36122 — POLAND — Transformer plates. Stanislaw Feige, STALEXPORT (importer), Plebiscytowa 36, Katowice.

366 Communications equipment

● **36600—CEYLON**—Supply of ten 100 watt transceivers and two 10 watt transceivers. Tender No. MF/8/70; bid deadline Apr. 25. Department of Irrigation, Colombo. Specifications may be viewed in the Office of the Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **36600—IRELAND**—Supply and installation of automatic telephone exchange equipment. Tender No. I.2001; bid deadline June 19. Copies of tender announcement and specifications are available from The Engineer-in-

Chief, Contracts Section, Department of Posts and Telegraphs, Hawkins House, Dublin 2, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

36622 — KOREA — Communication equipment; radio and television broadcast equipment, and closed circuit systems: UHF FM transmitter—4 ea. of 450 and 900 MHZ bands; UHF FM receiver—13 ea. of 450 and 900 MHZ bands; repeater station (450 MHZ band)—2 ea.; UHF portable transceiver (450 MHZ band)—2 ea. Requests catalogs, quotations. DBS Radio, Dong-A Broadcasting System (radio station), K.P.O. Box 250, Seoul. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

37140 — ENGLAND — Wheels only and wheels complete with tires, tubes and flaps, commercial type disc wheels described in the United Kingdom as B7.0 x 20" x 6" offset, and B7.5 x 20" x 6" offset, CV disc wheels mainly for a 10 stud fitment. Wheels are for use on semi-trailers for articulated vehicles. The Northern Trailer Co. Ltd. (manufacturer), Old Mill Park, Kirkintilloch, Dunbartonshire, Scotland. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

38112—GERMANY—Analyzing instruments for medical laboratories. Direct purchase and agency. I M A GmbH & Co. (importer, distributor, agent), 6300 Giessen, Marburger Str. 81. WTD 5/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply of slope indicator instrument, slope indicator control cables, settlement torpedo less survey chain, air vibrator, etc. Tender No. 1149/BPO/PR/56514/I-583; bid deadline May 28. Invited by the Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab, India. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW, Washington, D.C. 20008. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

384 Surgical, medical, dental instruments

● **38400—KOREA**—Supply of 131 items in various quantities of surgical instruments and equipment including suture needles and catgut, hypodermic needles, catheters, gloves, drainage tubes, knife-blades, pins, nails, wires, screws, forceps, scissors, valves, syringes, etc. Tender No. KFX-0043-P III (Part II); bid deadline Apr. 18. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

38410—GERMANY—Surgical instruments, incl. suture needles, and eye, ear, nose and throat instruments; orthopedic instruments, such as bone drills, bone plates, etc.; diagnostic apparatus, incl. metabolism and blood pressure apparatus, ophthalmoscopes, otoscopes, cystoscopes, etc.; anesthesia apparatus and oxygen tents; other surgical and medical instruments, incl. transfusion equipment, blood donor kits, etc. Requests price quotations f.o.b. New York or c.i.f. Bremen. Direct purchase and agency. Stroemberg & Co. GmbH. (importer, distributor, manufacturer, exporter), 4 Duesseldorf-Oberkassel 1, Schanzenstrasse 74 or Postfach 674. WTD 3/70.

386 Photographic equipment

38610—SINGAPORE—Still cameras, flash units, photographic exposure meters, projectors, still picture black and white film, still picture color film. Thia Peng Kwang, Managing Partner of Malaysia Store (importer, distributor, agent), 12 Surin Ave., Singapore 19. WTD in preparation.

394 Toys, amusement, sporting goods

39410—SINGAPORE—Mechanically powered toys, battery operated; handicraft, hobby, structural, and model kits, sets and components; games and puzzles. Thia Peng Kwang, Managing Partner of Malaysia Store (importer, distributor, agent), 12 Surin Ave., Singapore 19. WTD in preparation.

39491—GERMANY—All kinds of fishing equipment. Requests exclusive sales right for W. Germany, European countries. Hanns Balzer (importer, distributor), 6420 Lauterbach, Spessartstr. 13. WTD 3/70.

396 Costume jewelry, novelties, buttons, notions

39620—AUSTRIA—Artificial flowers, plants and their parts; artificial moss; preserved (dry) flowers, plants, foliage, decorative seeds, including finished and semi-finished arrangements or bouquets. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

399 Manufacturing industries

39993—AUSTRIA—Specialties and novelties for florists. Ernst Rasp (importer, distributor), Gabelsbergerstr. 19, A-5020 Salzburg. WTD in preparation.

Variety of pipe sought by Dominican Republic

The Instituto Nacional de Aguas Potable y Alcantarillados of the Dominican Republic has announced an invitation for bids on the following types of pipe and equipment: A) asbestos cement pipe; B) PVC pipe and connections, including binding solvent; C) galvanized iron pipe and connections; D) cast iron pipe and connections; E) pumping and chlorating equipment. This purchase will be financed by the Inter-American Development Bank.

Bids must be submitted by groups by the following dates: Groups A & B, 10 a.m., April 17; Groups C & D, 10 a.m., April 20; Group E, 10 a.m., April 21.

Bid documents are available from the following BDSA Divisions of the Department of Commerce, Washington, D.C. 20230: Group A, Miscellaneous Metals and Minerals Division, BDSA-671 ★(202-967-5624); Groups B and D, Construction and Building Materials Division, BDSA-645 (202-967-3602); Group C, Iron and Steel Division, BDSA-669 (202-967-4412); and Group D, General Industrial Equipment Division, BDSA-647 (202-967-4327). A list of general instructions on bidding on this tender call is also available from any of these Divisions.

Leads for Importers

Commodities are offered direct unless specified

505 Farm products—raw materials

50590—NIGERIA—Gum arabic, sheanuts. S.O. Eyuwoko Commercial Agency (exporter, importer), No. 25 Boyo Road, Sapele, Midwestern Nigeria. WTD in preparation.

Trading firm wishes to expand operations into Dominican Republic

Curacao Trading Co. (Dominicana) C. por A., the local branch of a European based trading company which operates throughout Central America and the Caribbean wishes to expand its representation for industrial equipment in the Dominican Republic.

The firm is looking for producers of metal working equipment, particularly lathes, drilling machinery and related tools which would like to represent a producer of equipment to manufacture muffler and tail pipes and shock absorbers. The firm also wishes to represent one or more manufacturers of food processing equipment, enabling them to offer a complete line for fruit and vegetable, juice and fruit pulp canning, vegetable oil processing including extraction, refining and packaging. Curacao Trading is also interested in offers for collateral equipments related to any of the above items.

Although Curacao Trading represents certain European firms, mostly German, the representations are not always exclusive and delivery time is frequently slow. The company, particularly in the Dominican market, wants to strengthen its connections with U.S. producers in order to give its clients better service, more prompt delivery and to take advantage of special financing arrangements which limit equipment to countries of origin within the area. Offers should be made to Curacao Trading Co. (Dom.) C. por A., Apartado 1368, Santo Domingo, Dominican Republic.

XUM

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—The American Consul in St. John's, Newfoundland, reports that according to information received from St. Pierre, three major construction projects are planned to begin this summer as part of St. Pierre's plan for expansion of facilities to attract tourists as well as an increased number of fishing vessels. These projects are: 1) **a new hotel** being constructed by the owners of Albert Briand S.A., who now operate a hotel (Ile de France), a department store and a bank; 2) **a new 450 ft. wharf, primarily for fishing vessels,** to be constructed; and 3) **construction to probably begin late this year on a new long wharf in the outer, deep part of the harbor for larger vessels, primarily passenger liners.** Trans World Shipping Co. of Montreal has chartered a Rumanian liner which will make several calls each year and other lines have expressed an interest. This long wharf will also provide terminal facilities for the North Sydney, N.S. to Argentia, Nfld. ferry, should the Canadian National Railway decide to authorize a stop for this ferry at St. Pierre. Information on the hotel should be available from the firm; information on the wharves from the Government of St. Pierre et Miquelon.

CANADA—Quebec Minister of Transportation, Fernand LIZOTTE, announced on Mar. 6, that **two new ferries, new docking facilities and new waiting rooms would be constructed for the Quebec-Levis ferry service.** The estimated cost of this project is C$6 million, of which C$4,070,750 is for the ferries.

The two identical ferries will be constructed by Davie Shipbuilding of Lauzon. The construction is expected to begin in about four months and be completed by June 1, 1971. The plans call for boats with 213 feet long, 70 feet wide, and 11½ foot draft. They will have a capacity for transporting 700 passengers and about 65 vehicles and will be serviceable throughout the year. Each boat will be outfitted with two marine type diesel motors, capable of developing a normal power of 2,800 b.h.p., and in case of emergency a power of 3,100 b.h.p. Each vessel will carry two powerful radio telephones, permitting ship-to-ship and ship-to-shore communications. The type of gangways to be used for passengers and vehicles has not yet been chosen, though a system is contemplated which will ease entry and exit despite ice and currents.

American firms interested in possible export opportunities in connection with the ferry construction project should communicate directly with: Davie Shipbuilding, Ltd., 22 George-D-Davie, Lauzon, P.Q., Canada, Telephone: 418-837-5841, and for information on the gangway and docking facilities' construction project should communicate directly with: La Traverse de Levis, Ltee., Place Marche-Champlain, Quebec 2, P.Q., Canada.

CANADA—V. M. Prescott, President, First Canadian Land Corp., Ltd., 549 Howe St., Vancouver, British Columbia, announced on Mar. 6, plans for an **18-story, $5 million office tower** in downtown Vancouver. The complex is to be located on the northwest corner of Howe and Dunsmuir Streets opposite the new Pacific Centre now under construction. The tower will have 16 typical office floors, plus mezzanine and main floor levels, providing a total of 133,000 square feet of office space and 5,000 square feet of ground floor banking facilities. The project also calls for two levels of underground parking.

Features of the new structure will include a 4½ foot module (column shafts) for maximum flexibility in office layouts and no interior columns; 100 foot candle-power lighting, giving one of the best internal office lighting systems in Vancouver; and a modern air conditioning system. Four high speed elevators will provide transportation. The exterior of the tower will be of curtain-wall construction and tinted glass with white vertical columns. The ground floor will have an open plaza bordered by trees on Dunsmuir St. The developer intends to sell the office space on a per floor condominium basis. This building is due for completion in September 1971. Architects are Eng and Wright, Vancouver. Structural, electrical and mechanical engineers are: McKenzie, Snowball, Skalbania and Associates Ltd.

PAPUA-NEW GUINEA—The Papua-New Guinea Harbours Board has proposals for **port improvements and expansion at Port Moresby and Lae,** Papua-New Guinea. The proposals have been forwarded in reports by two firms of consultants. For Port Moresby, the report by Maunsell and Partners calls for expenditures totaling $8.7 million, and for Lae, the report by Netherlands Engineering Consultants calls for expenditures of $5.6 million by mid-1973. These reports are not yet ready for publication, however, American firms interested in obtaining contracts to supply goods and services for the port development program should keep in touch with the Papua-New Guinea Harbours Board, P.O. Box 671, Port Moresby, Papua-New Guinea.

POLAND—The Polish State Railroad Contracting Enterprise is **interested in contacting potential U.S. suppliers of railway equipment and machinery.** Equipment required includes a wide range of maintenance equipment, excavation equipment, earth moving equipment, equipment used in construction of prefabricated reinforced concrete bridges, as well as measuring and testing devices used for railroad construction. Interested firms should send price information and technical brochures to Dr. Jan Rossman, Przedsiebiostwo Robot Kolejowych No. 15, ul. Chalubinskiego 6 A, Warsaw, Poland.

Dr. Rossman indicated hard currency is available for necessary purchases, but stressed an urgent need for equipment, asking that interested U.S. firms contact him as soon as possible. Firms gaining acceptance of equipment now may develop long term sales prospects.

VENEZUELA—Laboratorios QUINAC, Avenida Sucre 332-2, Caracas, is planning to build **a 7,000 sq. meters pharmaceuticals factory** in Guarenas, about 25 miles from Caracas. If present plans are realized, construction will begin in September of this year and be completed about a year later. Products include injectables, tablets (including coated tablets), granulates and liquids (emulsions, suspensions, syrups and elixirs). While much of the equipment of the present plant is going to be transferred to the new factory, the company is looking for some new equipment, particularly in the packaging line for liquids. The company plans to spend an additional $15-$20,000 for other packaging machinery.

Offers should be made to Marcos A. Iglesias, Managing-Director, at the address given above. Laboratorios QUINAC is 75% owned by G. D. Searle and produces products of Searle, the Norwegian firm Collett and Union Chimique Belge in addition to its own lines.

VENEZUELA—The **construction of a four-lane highway for 24.4 kilometers** at an estimated cost of about $10 million is under consideration. The highway is to be on the eastern side of Lake Maracaibo and to lead from Palmarejo, near the bridge across the outlet of Lake Maracaibo, south-east to Cabimas. The time of construction for this highway has not yet been determined. Export opportunities for this highway will be principally for road building machinery.

Further details concerning this project are available from Dr. Juan Jose Bolinaga, Jefe de Oficina de Programacion y Presupuesto, Ministerio de Obras Publicas, Torre Sur, Centro Simon Bolivar, Caracas, Venezuela.

VENEZUELA—In conjunction with development of the El Tablazo petrochemical complex, the Venezuelan Ministry of Public Works in cooperation with the Venezuelan Petrochemical Institute (IVP) is **planning a new city to provide housing and other facilities for 13,000 residents by 1975** (assuming 2,700 direct petrochemical jobs), and for 330,000

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"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

residents by 1990 (assuming 17,000 jobs in manufacturing in the area). The new city will be built on a 6,600-hectare plot adjacent and south of the El Tablaza site and north of the town of Altagracia, State of Zulia.

Justification for the new city and plans for its development were prepared for the Ministry of Public Works by the London firms of Llewelyn-Davies Weeks Forestier-Walker and Bor, town planners, and Nathaniel Litchfield and Associates, economic planners.

The plan for the new city is designed to fit into economic plans for the western state of Zulia, whose population is expected to grow to 2.4 million inhabitants by 1990, a population which will require 200,000 new jobs, 30-50,000 of these in manufacturing. In an effort to help accommodate this growth and to take advantage of natural gas and other resources available in western Venezuela, IVP is in the process of developing a nucleus petrochemical complex on the eastern shore of Zulia State (across the bay from Maracaibo), which it hopes will encourage development of subsidiary and "satellite" industries.

While construction of the El Tablazo complex has not moved forward as rapidly as was expected, the Government of Venezuela is determined to carry out the project and to this end is asking the Congress for Bs 900 million in borrowing authority over the next four years to finance investments in the project. The American Embassy in Caracas expects the Congress will approve most of the request at this session (March/April) so that IVP will be able to move forward again on the project by the end of this year. The creation of the new city to house El Tablazo residents would provide a market for a wide variety of U.S. construction and building supplies, as well as for industrial equipment.

Details can be obtained from the Direccion de Planeamiento, Ministerio de Obras Publicas, Torre Sur, Centro Simon Bolivar, Caracas, Venezuela. Two copies of the aforementioned 1969 report on this project are available on a loan basis from the Construction and Building Materials Div., BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602).

SHAPE issues tender for teletype equipment

The SHAPE Purchasing and Contracting Office has issued Tender No. 70-03 PS/MEB for the supply of teletype equipment. The bid deadline is May 20.

Bids should offer 10 single current/double current, teletype current converters, 12 2 wire to 4 wire teletype converters, and three teletype terminating and signalling units.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested concerns may contact the International Liaison and Trade Opportunity Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. Copies of tender announcement and specifications are available to NATO qualified bidders only, from the SHAPE Purchasing and Contracting Office Ace Communications and Electronics Equipment, Communications and Electronics Division SHAPE, B,7010 Belgium, or on a short-term loan basis to firms located in the U.S. from the Communications Electronics Division. BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Buenos Aires invites bidding on school construction projects

The Municipal Housing Committee of the City of Buenos Aires invites bids on the following: 1) Tender No. 22/69, construction of elementary schools buildings for the Parque Almirante Brown Housing Project, in two phases; approximate budgets: three million Argentine pesos for each phase; and 2) Tender No. 27/69, construction of elementary schools buildings for the Ciudad General Belgrano Housing Project, Partido de la Matanza, Provincia de Buenoes Aires, in three phases; approximate budget for each phase is 1.6 million Argentine pesos.

The bid deadline for both tenders is May 5. Both are to be financed by an Inter-American Development Bank loan.

Copies of conditions for Tender No. 22/69 cost 200 pesos and copies of conditions for Tender No. 27/69 cost 150 pesos. Both sets are available from Comision Municipal de la Vivienda, Division Contrataciones y Suministros, Carlos Pellegrini 291, 7th Piso, Buenos Aires, Argentina. (U.S. $1 equals 3.50 Argentine pesos.)

Visiting Buyers and Officials

FRANCE—Jacques Thiollet, Assistant General Manager, Societe Europeenne de Peintures et d'Outillage SEPO, 27 rue Denis-Papin 94, Ivry-sur-Seine, **interested in importing and distributing U.S. paints and varnishes for the building industry, such as industrial paints for use with aluminum, anticondensation materials, rush inhibitors, asbestos products, specialized cements, fire-resistent flooring, heat reflecting materials, special types of wall coverings and mastic compounds.** April 7 via Cleveland for 12 days. c/o Sheraton Inn, Opkins Airport, 5300 Riverside Dr., Cleveland. Itinerary: Cleveland, New York. WTD 3/70.

INDIA—T. H. B. Advani, General Sales Manager, Sen and Pandit Pvt. Ltd., Mercantile Bldgs., Lall Bazar St., P.O. Box 402, Calcutta 1, West Bengal, **interested in U.S. collaboration for establishment of a nylon yarn plant and a poultry farm in India, exporting bicycles, parts and accessories to the U.S. and appointing U.S. agents, and exporting tanned, curried and finished, leather to leather garment manufacturers.** March 29 via New York for 3 weeks. C/o Kenneth Collings, President Raleigh Industries of America Inc., 1168-1170 Commonwealth Ave., Boston, Mass. 02134. Itinerary: New York, Boston, Chicago, Los Angeles, Dayton, Columbus, Nashville, Honolulu. WTD in preparation; WTD 6/68 on Sen-Raleigh Ltd. and WTD 9/61 on Sen and Pandit Industries Ltd. under revision.

JAPAN—Y. Magami representing Tohkai, Kogyo Rubber Co., Ltd., Tokyo, **interested in meeting U.S. manufacturers to acquire licenses in fibre-reinforced plastics and rubber products for automotive construction and electrical industries.** Early April for approx. 1 mo. c/o International Business Consulting Services, 1911 Frick Bldg., Pittsburgh, Pa. 15219 (412-471-6629). Itinerary: flexible. WTD in preparation.

Osamu Hagimura, Management Specialist, Inoueki Co., Ltd., 1-101 Kami-Gofuku-machi, Fukuoka City, **interested in meeting U.S. manufacturers, wholesalers and distributors of chemicals and agricultural equipment such as lye, spraying equipment, chemicals used to combat industrial wastes and pollution problems, to discuss distributorships for the Japanese market.** Apr. 11 via San Francisco for 7 weeks. c/o Japan Productivity Center, 1001 Connectciut Ave., N.W., Washington, D.C. 20036 or Consulate General of Japan, Suite 1507, 250 East 1st St., Los Angeles, Calif. 90012. Itinerary: 4/11 San Francisco, 5/15 New Orleans, 5/16-23 New York, 5/23-28 Los Angeles. WTD in preparation.

SPAIN—Miguel Torres C. and Miguel Agustin Torres R., representing Miguel Torres, Comercio 34, Villatranca del Panades, Barcelona, **interested in exporting Spanish bottled wines to the U.S. Both arrived in the U.S. April 3 for 2 mos.** C/o Leonard Horwin, 121 S. Beverly Dr., Beverly Hills, Calif. Itinerary: Miguel Torres C.—San Francisco, New Orleans, Miami, Alexandria, Va., New York; Miguel Augustin Torres R.—Los Angeles, San Francisco, Wash., D.C. WTD 5/68. 5/68.

SWEDEN—Magnus Andersson, Managing Dir., Kuntze & Co. Handles & Fabriks AB, Fack, S-126 11 Stockholm, **interested in import and agencies of U.S. rubber products.** Apr. 20 via San Francisco for 10 days. C/o Pioneer Rubber Co., Willard, O. 44890. Itinerary: Detroit, Willard, N.Y. WTD in preparation.

TAIWAN—Y. Chen, President, Taiwan Yacht Industries Inc. and Y. Chen & Co. Ltd., 2nd Floor, 4 Nanking East Rd., Section 1, Taipei, **interested in joint venture for manufacture of yachts and pleasure boats in Taiwan, in agencies for U.S. electric hand tools, mechanics tools and automotive tools, and in meeting importers of Taiwan products.** April 13 via San Francisco for 1 mo. c/o Department of Commerce Field Offices en route. Itinerary: San Francisco, Costa Mesa, Los Angeles, San Diego, Miami, New York, Baltimore, Bristol, R.I., Boston, Sturgeon Bay, Wis., Seattle. WTD 6/68 on Taiwan Yacht Industries Inc., WTD 10/66 on Y. Chen & Co. Ltd.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President,
American Laundry Machinery Industries

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Calendar *for international traders*

BEAVER FALLS, PA.—Apr. 30—Export luncheon forum, Holiday Inn, noon. Sponsors: Beaver Falls Chamber of Commerce and Commerce's Pittsburgh Field Office.

BLOOMINGTON, ILL.—Apr. 21—Export seminar sponsored by Illinois Dept. of Business and Economic Development, Bloomington Chamber of Commerce, Commerce's Chicago Field Office.

CHICAGO—May 5—Automotive Exporter's Club of Chicago meeting, Builder's Building.

CLEVELAND—Apr. 29—International Advertising Workshop, 10 a.m.-noon, Greater Cleveland Growth Assn. Conference Room.

DANBURY, CONN.—Apr. 21—Export seminar on Air Freight and Parcel Post, 7 p.m. to 9 p.m., at the State National Bank of Connecticut, 330 Main Street. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

DAYTON—Apr. 22—Seminar on International Business Problems, first of five weekly sessions at the U. of Dayton. Subject: International Marketing Structure and Analysis. Sponsors: U. of Dayton, Dayton Chamber of Commerce, REEC, Commerce's Cincinnati Field Office.

DETROIT—Apr. 21—Export workshop, Commerce Field Office, 533 Federal Bldg., 10 a.m.

DETROIT—May 21—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

ERIE, PA.—Apr. 21—Export luncheon forum, Serafini's Restaurant, noon. Sponsors: Greater Erie Chamber of Commerce and Commerce's Pittsburgh Field Office.

FAIRFIELD, CONN.—May 7—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn.

FORT WAYNE—Apr. 22—Export seminar sponsored by the Indiana Dept. of Commerce, Fort Wayne Chamber of Commerce, and Commerce's Chicago Field Office.

HONOLULU — May 20 — "How to Get Started in Export-Import" workshop, 10 a.m., Commerce Field Office.

JOPLIN, MO.—Apr. 23—Seminars on Export Market Development (9 a.m.-noon) and Export Documentation (2-4:30 p.m.), Chamber of Commerce. Sponsors: Chamber of Commerce, REEC and Commerce's Kansas City Field Office.

KANSAS CITY — Apr. 22 — Export Procedures Course, 620 Ten Main Center, 920 Main Street, 6:30 p.m. Sponsors: International Trade Club, REEC, Commerce Field Office.

LINCOLN, R.I.—Apr. 21—Providence World Trade Club Dinner meeting, Johnny Shadow's Restaurant, Washington Highway, Route 116, 5:30 p.m.

MEMPHIS — Apr. 21 — Memphis World Trade Club meeting, Sheraton Motor Inn.

MEMPHIS—Apr. 22—Export Workshop on the Commerce Department's Commercial Exhibits Program, Albert Pick Motor Inn. Sponsors: Mid-South Exporters' Roundtable, REEC, Commerce Field Office.

MINNEAPOLIS — Apr. 22 — Export Trade Workshop. Financing Export Sales; Credit Management. Commerce Field Office, 3-5 p.m. Speakers: Lawrence A. Doherty, First Nat'l Bank of Minneapolis; Charles Gunder, Northrup, King & Co. Sponsors: Minn. World Trade Ass'n, Commerce Field Office, REEC.

MUSKEGON, MICH.—Apr. 28—Monthly meeting of Western Michigan Trade Club, 6 p.m., Lakos Restaurant.

NEW YORK—Apr. 20-23—Annual Packaging Conference and Exposition. Conference, Apr. 20-22, American Hotel. Exposition, Apr. 20-23, Coliseum. Sponsor: American Management Assn.

NEW YORK — Apr. 21 — FCIB's Hardware, Automotive and Allied Trades Group luncheon, 12:30, Advertising Club, 23 Park Avenue.

NEW YORK—Apr. 28-29—International Executives Association Conference annual meeting, Hotel Statler Hilton. **Speakers: William E. Schuyler, Jr., Commissioner of Patents, Washington, D.C. and Harold B. Scott, Director, Bureau of International Commerce, U.S. Dept. of Commerce.**

NEWARK—Apr. 22—Profits In Exports meeting, Small Business Administration Office, 970 Broad St. Sponsors: REEC, SBA, Commerce's New York Field Office.

PHILADELPHIA—Apr. 22—In-Office Workshop on export credit insurance. Philadelphia Field Office at 10 a.m.

PHOENIX—May 19—In-office workshop, Commerce Field Office, 10 a.m.-noon. Sponsors: REEC, Field Office.

PROVIDENCE—Apr. 21—Export Workshop on Export Licensing & Control, 3-5 p.m., Greater Providence Chamber of Commerce, 10 Dorrance St. Sponsors: Greater Providence Chamber of Commerce, Commerce's Boston Field Office.

ST. LOUIS—Apr. 21—"Show You" Export Workshop, Federal Building. 2 p.m. Sponsors: World Trade Club, REEC and Commerce Field Office.

ST. LOUIS—Apr. 23—World Trade Club Dinner Meeting, Bel Air West Motor Hotel.

SEATTLE—Apr. 23-24—Western International Trade Group meeting. Speaker: Harold B. Scott, Director, Bureau of International Commerce, U.S. Dept. of Commerce.

SEATTLE—Apr. 28—Foreign Credit Insurance Seminar, Board Room, Seattle Chamber of Commerce, 10 a.m.-noon. Sponsors: Chamber of Commerce, FCIA, Commerce Field Office.

SOUTH BEND, IND.—Apr. 23—Export Seminar—Notre Dame U.

SPRINGFIELD, MO.—Apr. 21—Seminars on export market development (9 a.m.-noon) and export documentation (2-4:30 p.m.), Chamber of Commerce headquarters. Sponsors: Chamber of Commerce, REEC, and Commerce's Kansas City Field Office.

WASHINGTON, PA.—Apr. 20—Export luncheon forum, Holiday Inn, noon. Sponsors: Washington Chamber of Commerce, Commerce's Pittsburgh Field Office.

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See page 40 for details of International Marketing Information Service reports available or upcoming

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